

# GRAIN DEALERS JOURNAL

## The Drifters

MANY mild-eyed lotus eaters in this world idly drift with the current, wherever it may happen to carry them.

They stick to a job simply because it is easy and if it becomes hard they leave it and go on their way, looking for some soft sinecure.

Honestly, deep down in their hearts, they intend some day to do *something big*—but they live only in *yesterday* and *tomorrow*. *Today*, alive with opportunity, has no attraction for them.

The way of the drifters is always down stream—so that opportunity is always moving away from them.

Unless you know where you're going and are really rowing as hard as you can to that point—*you are drifting!*

Unless you are willing to accept responsibility and *really* work earnestly—*you are drifting!*

Unless you can actually see each day's work moving you ahead in force, strength and efficiency—*you are drifting!*

The drifter *always* goes down—never up. And finally he either goes over the falls of failure or lands in some stagnant pool of mediocrity, where he remains the rest of his life.

*Don't be a drifter!*

Ambition doesn't mean thinking wonderful dreams, while you float with the tide.

It means taking off your coat, rolling up your sleeves, and pulling your boat upstream!



# MILWAUKEE

Why the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly.

Milwaukee at all times has a big, broad market for all grains.

Its shipping facilities are the best on the Great Lakes and its harbor is the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

Its salesmen have a reputation the country over for zeal, intelligence and probity.

*Get into communication with any of the following Chamber of Commerce members and learn more about Milwaukee--the Logical Market.*

Kellogg Seed Co.

Taylor & Bournique Co.

Lamson Bros. & Co.

Flanley Grain Co.

E. P. Bacon Co.

Bush Grain Co.

W. M. Bell Co.

Henry Rang & Co.

Runkel & Dadmum

Cargill Grain Co.

Donahue-Stratton Co.

Franke Grain Co.

Froedtert Grain & Malting Co.

Milwaukee Grain Commission Co.

***You will do Better by Shipping to Milwaukee***



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.\*  
Stone & Co., Lester, wholesale grain.\*

### ATCHISON, KANS.

Moore-Lawless Grain Co., consgts., futures, pvt. wires.\*

### ATLANTA, GA.

Commercial Exchange Members.

Hayn & Sims, successors to  
Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Dennis & Co., grain merchants.  
England & Co., Inc., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Anchor Grain Co., Inc., grain and feed.  
Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKilien, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Townsend Ward Co., The, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shprs.\*

### CHATTANOOGA, TENN.

Chattanooga Feed Co., mfrs. feed; shprs. gr., hay, feed.

### CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.\*  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., consignments solicited.\*  
Leland & Co., E. F., grain and seeds.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*

\*Member Grain Dealers National Association.

### CHICAGO, ILL., (Continued).

Pope & Eckhardt Co., grain and seeds.\*  
Requa Bros., wheat a specialty.  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Co., J., commission merchants.\*  
Runsey & Co., grain commission.\*  
Sawers Grain Co., consignments.\*  
Schiffelin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Uplike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*  
Gale Grain Co., The A. C., receivers & shippers.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*

### CLOVIS, N. MEX.

Western Elevtr. Co., The, recvrs.-shprs., hdqtrs kafir-milo.\*

### COLUMBUS, OHIO.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ALA.

Lyle-Taylor Grain Co., whlse. grain, hay, feeds.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills Co., The, merchant millers.\*  
Crowell Elevator Co., wholesale grain.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Gallagher Grain Co., grain merchants.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dunsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats a specialty.  
Iowa Corn Products Co., receivers and shippers.  
Lockwood, Lee, broker.  
Marshall Hall Grain Co., grain commission.\*  
Rang & Co., Henry, grain commission.  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.\*  
Lichterberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HAMBURG, IOWA.

Sullivan & McBride S. & G. Co., red cob fodder corn.

### HASTINGS, NEBR.

Koehler-Twidale Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., dr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, buyers for mills.

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.  
Hill Grain Co., The Lew, grain merchants.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### JACKSON, MICH.

Wagner-White Co., track buyers-sellers, grain-feed.

### JACKSON, MISS.

Royal Feed & Mfg. Co., mixed feed mfrs.

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, milo.\*  
Croysdale Grain Co., commission merchants.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkner, grain commission.\*  
Hall-Baker Grain Co., consignments.\*  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roehen Grain Co., E. E., consignments.\*  
Root Grain Co., consignments and futures.\*  
Seoular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Smith-Weekes Bkg. Co., grain broker.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wilser Grain Co., consignments.\*

### LAWTON, OKLA.

Western Grain Co., hay, grain, seeds, mill pdts.

### LIBERAL, KANS.

Vickers Grain & Seed Co., grain and field seeds.

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Caple & Stockton, hay, grain, feed.  
Farmer Co., E. L., brokers, grain & mill feed.  
Gordy Co., C. L., grain brok., hay, grain, mill feed.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## LOUISVILLE, KY.

### Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Verhoef & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co. grain and hay brokers.

## M'KINNEY, TEXAS.

Reinhart & Company, wheat, corn, oats, maize.\*

## MEMPHIS, TENN.

### Merchants Exchange Members.

Davis & Andrews Co., grain, mixed feed.\*

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Bell Co., W. M., commission merchants.\*  
Blanchard Grain Co., "Always Dependable."\*  
Bush Grain Co., grain merchants.  
Cargill Grain Co., grain and seeds.  
Donahue-Stratton Co., dls. grain and feed.\*  
Flanley Grain Co., consignments solicited.  
Franke Grain Co., feeds, grain, hay.  
Fraser-Smith Co., commission merchants.  
Froedtert Gr. & Malting Co., grain commission.  
Kamm Co., P. C., grain shippers.\*  
Lamson Bros. & Co., grain commission.  
Milwaukee Grain Commission Co., grain commission.\*  
Bang & Co., Henry, commission merchants.  
Runkel & Dadmun, grain commission merchants.\*  
Taylor & Bournique Co., grain merchants.\*  
Udike Grain Co., consignments solicited.\*

## MERIDIAN, MISS.

### Board of Trade Members.

Lyon & Co., A. J. whse. gro., grain, feed.  
Threefoot Bros. & Co., whse. grain, feed, fr., gro.\*

## MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, ear corn.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Hankinson & Co., H. L., grain commission.\*  
Malmquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
McCull Dinsmore Co., consignments solicited.\*  
Seidl, Frank J., all grains and feeds.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., receivers and shippers, all grains.\*  
Van Dusen-Harrington Co., grain merchants.\*

## NASHVILLE, TENN.

### Grain Exchange Members.

Allfeed Milling Co., feed manufacturers.  
Tyner & Co., John A., receivers and shippers.\*

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.

## NEW ORLEANS, LA.

### Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.\*  
Fox Co., C. B., exporters.\*  
Nathan, Edw., sucrr. to Nathan & Fettis, fwdg. agt.\*

## NEW YORK CITY.

### Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Muller & Co., Inc., W. H., recvrs., buyers, exporters.\*  
Therrien, A. F., broker.

## NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.

## OKLAHOMA CITY, OKLA.

### Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
Lang Grain Co., J. H., prompt and efficient service.\*

## OKLAHOMA CITY, OKLA., (Continued).

Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*  
Scannell-Winters Grain Co., grain and feed.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., commission merchants.\*  
Vandenburgh, Jesse, milling wheat.\*  
Vandever Grain Co., wholesale grain.  
White Grain Co.\*

## OMAHA, NEBR.

### Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Maney Grain Co., The, consignments.\*  
Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., commission and brokers.  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.  
Udike Grain Co., consignments.\*

## OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

## PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.\*

## PEORIA, ILL.

### Board of Trade Members.

Bartlett Co., S. C., grain commission.  
Bowen Grain Co., H. D., receivers & shippers.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Stites, A. Judson, grain and millfeed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay and feed.\*

## RICHMOND, VA.

### Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.\*

## SALINA, KANS.

### Board of Trade Members.

Bossemeyer Grain Co., The Paul, grain merchants.\*  
Freeman-Faith Grain Co., receivers and shippers.  
Hayes Grain Co., Always in the market.  
Rickel, E. L., grain receiver and shipper.  
Service Grain Co., grain, feed, grain products.\*  
Weber Flour Mills Corp., millers, exporters, grain dlsr.\*

## SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whse. grain, hay, flour, feed.\*

## ST. JOSEPH, MO.

### Grain Exchange Members.

Button-Simmons Grain Co., grain commission.\*  
Gordon Grain Co., grain commission.\*  
Marshall Hall Grain Co., consignments solicited.\*  
Washer Grain Co., W. S., consignments.\*  
Yancey Grain Co., commission merchants.\*

## SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.\*  
Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Marshall Hall Grain Co., grain commissions.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Plecker & Beardsley Com. Co., grain and grass seed.\*  
Turner Grain Co., grain commission.\*

## SIOUX CITY, IOWA.

### Board of Trade Members.

Button Co., L. C., grain commission.\*  
McCaul Dinsmore Co., commission.\*  
Terminal Grain Corp., receivers & shippers.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## SIOUX FALLS, S. D.

Burke Grain Co., grain merchants.

## SUPERIOR, NEBR.

Bossemeyer Bros. Terminal Elevator.\*  
Elliott & Myers, grain merchants.\*  
Superior Terminal Elvtr. Co., grain, corn products.

## TOLEDO, OHIO.

### Produce Exchange Members.

De Vere & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhisser & Co., John, grain receivers, shippers.\*  
Young Grain Co., grain.\*

## TOPEKA, KANS.

Verby Grain Co., wheat, corn, oats, and millfeed.\*  
Golden Belt Grain & Elvtr. Co., The, recvrs. & shprs.\*  
Topeka Grain Co., wheat, corn, oats, mill & ctn. feed.\*

## TULIA, TEXAS.

Cowan Grain Co., W. C., wheat, oats, maize, kafir.\*

## WASHINGTON, D. C.

Wilkins-Rogers Mlg. Co., Inc., receivers and shippers.\*

## WICHITA, KANS.

### Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
Clark Grain Co., C. M., all kinds grain and feed.\*  
Hipple Grain Co., consignments.\*  
Kansas Flour Mills Co., receivers and shippers.  
Linton-Christy Grain Co., strictly brokerage & comm.\*  
Raymond Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., exporters.  
Strong Trading Co., wholesale grain and feed.\*  
Terminal Elevators, exporters.  
Wichita Grain Co., receivers and shippers.\*

## WICHITA FALLS, TEXAS.

Mytinger Grain Co., J. C., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.\*



Board of Trade  
Members

## KANSAS CITY

Board of Trade  
Members

Handling  
Consignments  
and Futures  
44 Years

## B. C. Christopher & Co.

KANSAS CITY, MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed

### SHANNON GRAIN COMPANY CONSIGNMENTS

201-2 Board of Trade KANSAS CITY, MO.

Consign to  
**WATKINS GRAIN CO.**  
KANSAS CITY, MO.  
"You'll Be Pleased"

### TERMINAL ELEVATORS

Grain Merchants

Kansas City, Mo.

### HALL-BAKER GRAIN CO

Buyers and Sellers of Grain  
CONSIGNMENTS

Kansas City - - Missouri

### Rocky Mountain Grain & Com. Co. Consignments


Buyers—Sellers  
**WHEAT . CORN  
OATS . BARLEY**  
CONSIGNMENTS  
MILL ORDERS

**Yes Sir:**

Real  
Service

We Handle Consignments  
**S. H. Miller Grain Co.**  
Kansas City Missouri

### FEDERAL GRAIN CO.

Real Service on Consignments

Buyers and Sellers of  
Wheat, Corn, Oats, Barley,  
Kafir and Milo

Operators 1,500,000 BU.

MURRAY ELEVATOR

BOARD OF TRADE KANSAS CITY, MO.  
U. S. A.

### A. C. DAVIS GRAIN CO.

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A

TRY  
**FULLER GRAIN CO.**  
Consignments  
Service

Kansas City, Mo.

St. Joseph, Mo.

## CONSIGN

**Ernst-Davis Com. Co.**

Kansas City

**SPECIAL ATTENTION  
GIVEN TO FUTURES**

MEMBERS  
Kansas City Board of Trade  
Chicago Board of Trade  
St. Louis Merchants Ex.

### Simonds-Shields-Lonsdale Grain Co.

QUALITY and SERVICE

Kansas City, Missouri

R. J. THRESHER EBENEZER S. THRESHER  
**R. J. THRESHER GRAIN CO.**  
Successors to THRESHER FULLER GRAIN CO.  
**GRAIN COMMISSION MERCHANTS**  
Consignments Solicited  
Grain Bought and Sold for Future Delivery  
311-314 Board of Trade, KANSAS CITY, MO.

## MOORE-LAWLESS GRAIN COMPANY

Consignments—Futures

KANSAS CITY, MO.

Branch Offices: Atchison, Kansas—Denver, Colorado

Members: Kansas City, Chicago, St. Louis, Atchison and Denver Exchanges

Produce Exchange  
Members

## TOLEDO

Produce Exchange  
Members

### JOHN WICKENHISER & CO.

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices,  
Solicit Consignments of Grain and Clover Seed,  
Members Toledo Produce Exchange and Chicago  
Board of Trade

### Clover Seed

International Game, played in Toledo, Ohio.  
Providence does dealing. When "Seedy" favor

**C. A. KING & CO.**

Like Billy Sunday they deal in cash and futures.

### Grain Shippers

and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal.

There is great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE,

1887 **H. W. DEVORE & CO.** 1921  
TOLEDO - OHIO



# DENVER

is in position to give you gratifying returns on your grain shipments. The extra effort shown by the Denver Grain Exchange Members is responsible for so many new customers becoming old customers. You owe it to your business to try Denver service.

You can learn more about this paramount service by getting into communication with any of the Grain Exchange Members listed here. They welcome all inquiries.

## Denver Elevator

Wholesale Grain, Flour and Mill Feed.  
We operate 30 elevators in Eastern Colorado.

## The Summit Grain Co.

Receivers and shippers of all kinds of grain.  
Wire or phone us.

## O. M. Kellogg Grain Co.

Receivers and shippers of all kinds of Grain.

## McCaull-Dinsmore Co.

Grain—Wholesaler and Commission.

## T. D. Phelps Grain Co.

Wholesale Grain and Beans.

## The Crescent Flour Mills

Merchant Millers and Wholesale Grain.

## Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

## Houlton Grain Company

Wholesale Grain—Get in touch with us.

## The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

## Crowell Elevator Co.

Wholesale Grain.

## The Conley-Ross Grain Co.

Wholesale Grain and Beans.

## Moore-Lawless Grain Co.

Kansas City, Denver and Atchison.  
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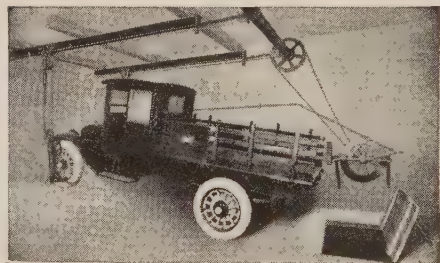
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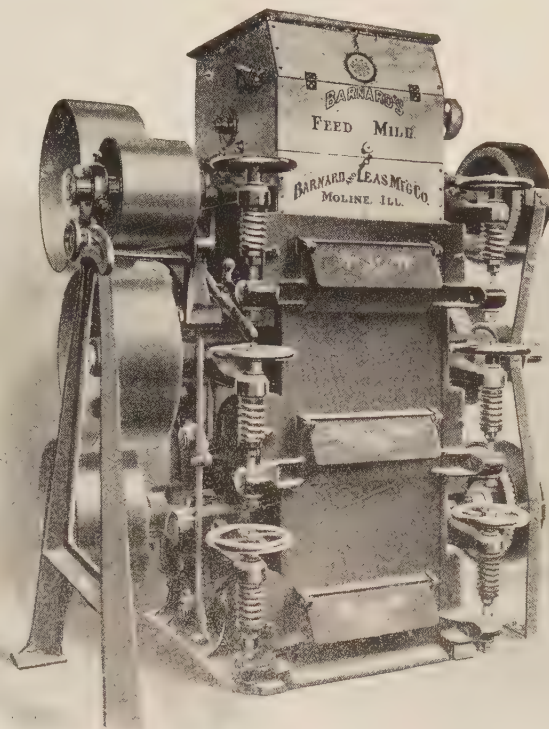
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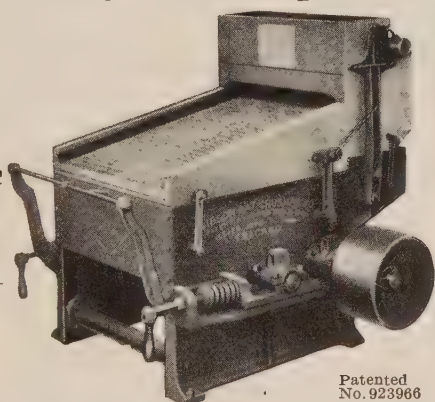
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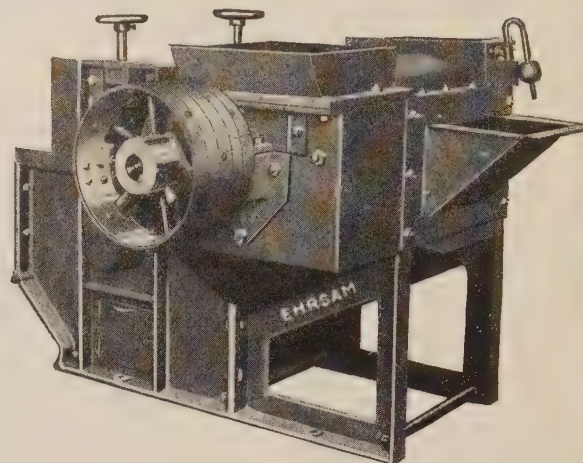
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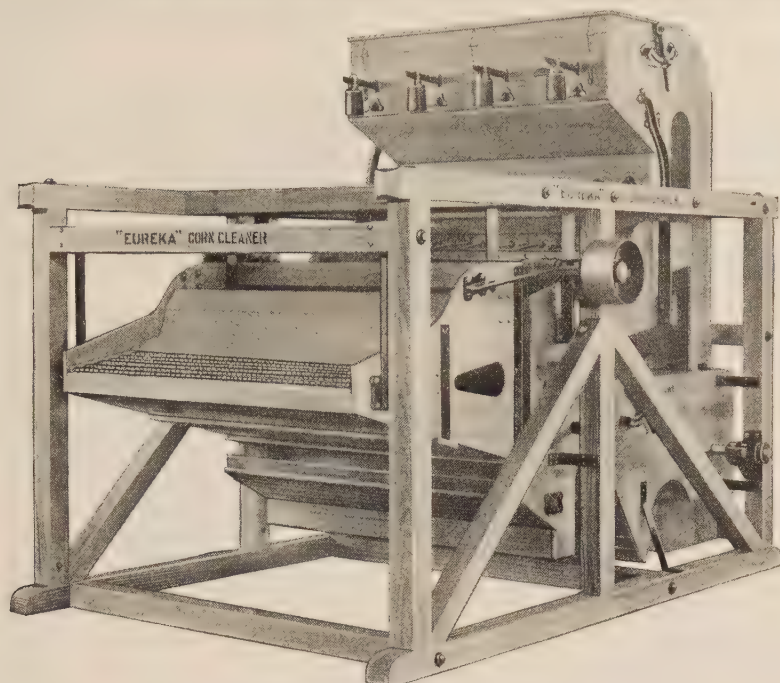
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Bags and Burlap	Manlift
Bearings { Roller	Moisture Tester
Bearings { Ball	Mustard Seed Separator
Belting	Oat Bleachers and Purifiers
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Dockage Tester	Scarifying Machine
Drain Circulating Pump	Self-Contained Flour Mill
Dump	Separator
Dust Collector	Sheller
Dust Protector	Siding-Roofing { Asbestos
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Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### Information Buro

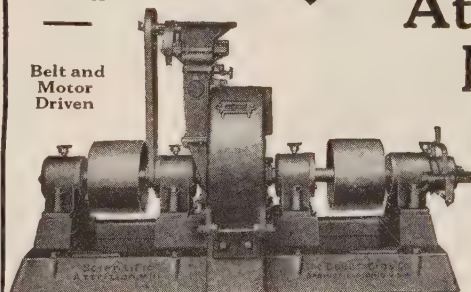
Grain Dealers Journal, 309 So. La Salle St., Chicago

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**COSTS LESS PER HOUR**

"The Mill that Fills the Bill"

Belt and Motor Driven



The Bauer Ball-Bearing Belt-Driven Attrition Mill

Heavy Duty  
**Attrition Mills**

Accessible Interior  
Self Trimming  
Safety Quick Release

## Put Your Grinding Problems Up to Bauer

Bauer Attrition Mills are made by Attrition Mill Specialists who have made a lifetime study and world-recognized success in building Attrition Mills that increase the output, decrease milling costs and put the Grinding Business in the profit-making class. The Bauer Engineering Department is at your service without cost to you. Let Bauer solve your Grinding Problems.

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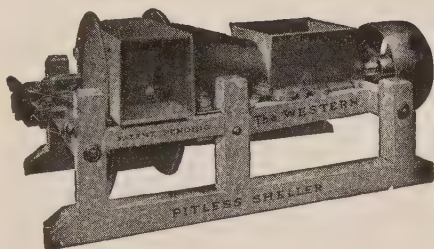
506 Bauer Bldg.

Springfield, Ohio

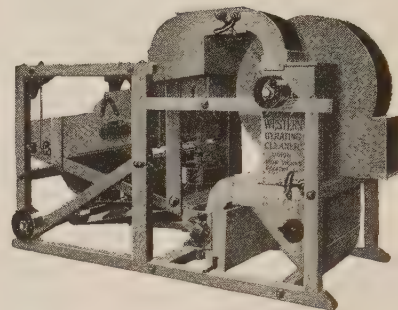
Makers of Bauer Attrition Mills, Corn Crackers, Cake Breakers, Centrifugal Reels, etc.



# If You Want GRAIN ELEVATOR MACHINERY Shellers and Cleaners



We  
Have  
The



## WESTERN LINE

Let us figure on your requirements

Write for Catalog No. 27

**Union Iron Works - Decatur, Illinois**

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IN considering the purchase of a Cleaner you are sure to ask yourself Will It Pay?

You can be assured that it **will pay** if you buy a "Standard" which is equipped with our Patented Blast Regulator, Automatic Traveling Brushes and Force Feed Hopper all of which result in making them the efficient machines they are recognized to be by any number of satisfied users.

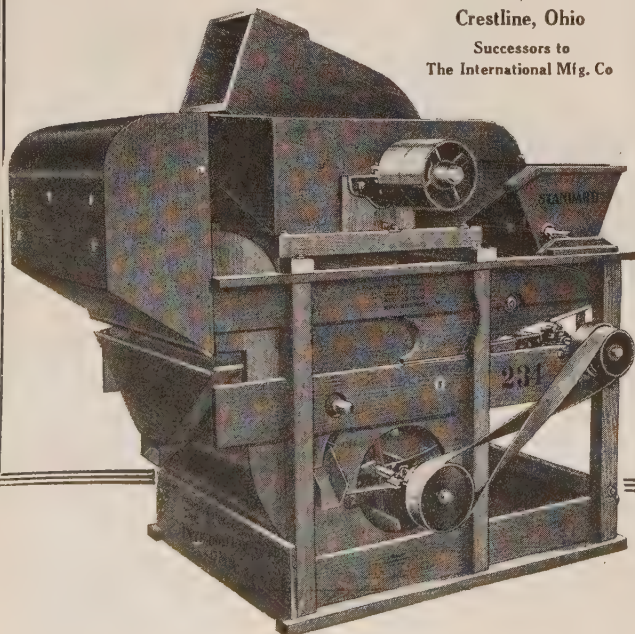
Our line comprises machines suitable for cleaning any kind of grain or seed.

Write for our latest catalogue of twenty-four different styles with prices.

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Successors to  
The International Mfg. Co



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## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

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These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:  
411-A contains 100 sets all Form A. Price, \$2.00  
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411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

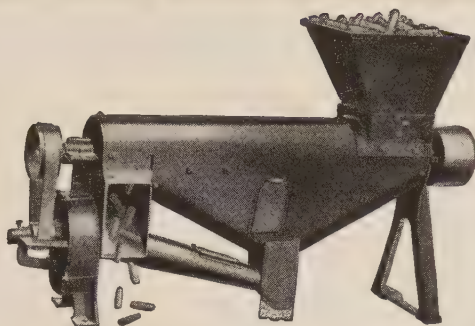
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309 South La Salle Street

CHICAGO, ILL.





Style A Triumph Corn Sheller

## A GOOD SHELLER OF MODERATE CAPACITY

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

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With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$  inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

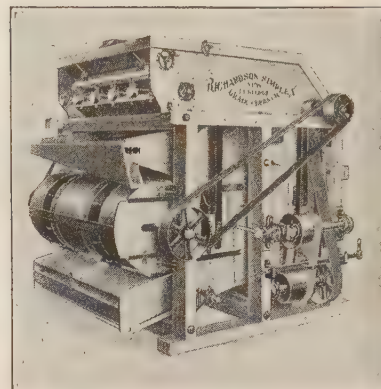
Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

**Grain Dealers Journal**

309 So. La Salle St.

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## This 1922 Model Simplex Cleaner and Separator

Is the Latest Marvel in a Grain Cleaner

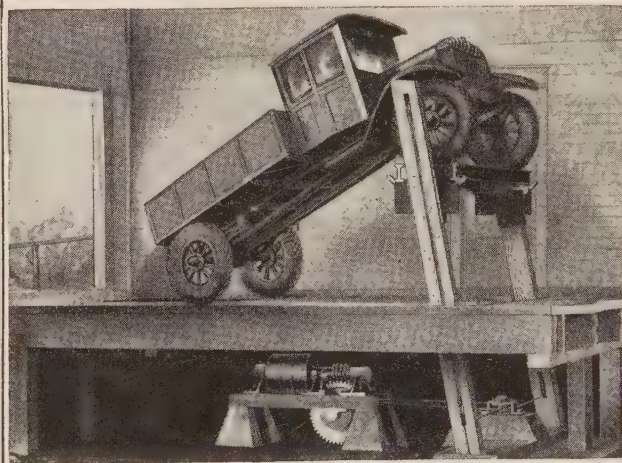
### GUARANTEE

Most substantially constructed.

Most adaptable—most efficient.

Largest capacity—is Dustless.

Embodies many exclusive and decidedly efficient features not found on any other cleaner. See the Simplex in operation reducing 12 to 15% dockage for oats and seeds down to less than 2% at 800 to 1000 bushels per hour and you would have no other.



## Richardson Auto Truck and Wagon Dump

Easily and cheaply installed.

Simple and substantially constructed.

No delicate or complicated working parts.

No locking or chaining of front or rear wheels.

Operated and controlled by single lever or switch.

No compressed air system to give trouble.

No pits to dig or expensive foundations to build.

Absolutely dependable and self-locking at any point at which the hoisting cradle may be raised.

Requires very little power.

Gears run in oil.

WILL FIT YOUR PRESENT SCALE.

**SATISFACTION GUARANTEED  
OR YOUR MONEY REFUNDED**

**Richardson Grain Separator Co.**

MINNEAPOLIS

WINNIPEG



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**All Steel — Roller Bearing — Lasts Forever**  
**Price \$335.** — *Installation costs on average jobs (exclusive of dump scales) 10 to 15%.*

To get and hold the Farmers business you must be equipped to *quickly* and *safely* dump his truck or wagon.

The Kewanee *All Steel* Truck Lift is the lift by which all other lifts are judged. It is acknowledged to be the very finest truck dumping device you can buy. And yet it costs no more *installed* (usually less) than any other reliable device.

*If you don't know about Kewanee Renewable Bottom Grain Spouts, better ask. They are saving elevators a lot of up-keep money.*

**Kewanee Implement Co.**  
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Any length, diameter or gauge of steel with round or square head. Fully guaranteed. Each spout treated with heavy coat of high-grade black asphaltum paint to prevent rust and insure lasting durability.

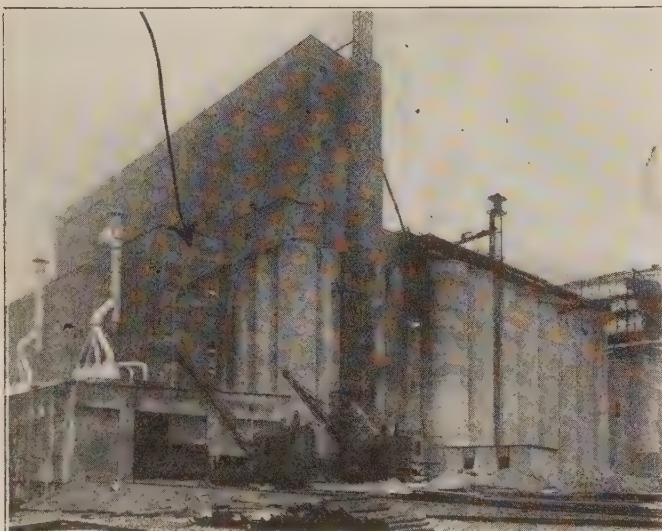
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Chicago and Northwestern Railway Co., South Chicago

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**THIS IS THE LARGEST GRAIN DRYING PLANT IN THE WORLD**  
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if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks. By using these blanks you make **formal order** for cars to suit your needs, and the **duplicate** copy provides you with undeniable evidence that the station agent received the order.

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**CAR ORDER BLANKS** contain spaces for the name of the station, date, railroad, number of cars for immediate loading, number of cars for loading in—days, kind of grain, capacity, destination, and a space for the signature of the shipper. Also space for the date when the order is filed with the agent, and for the signature of the agent acknowledging its receipt.

These blanks are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

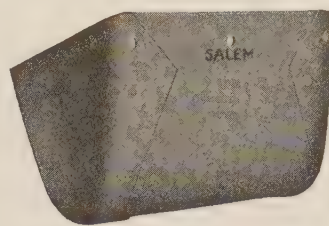
If you wish station agent to heed promptly your orders for cars use **Form 222 C. O.**, Price 75cts.

**GRAIN DEALERS JOURNAL**

315 So. La Salle Street Chicago, Ill.



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This type of bucket is of one piece construction with rounded contour throughout, smooth in form, durable in service and clean in handling and delivery of materials.

There are no seams in front nor on the ends, the laps being made on the back and bottom at the ends. On the back the laps are riveted or spot welded; on the bottom the end pieces are bent under and hammered tight.

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If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

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Order Form 6 CB, Price 90 cts.

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## HELICOID CONVEYOR

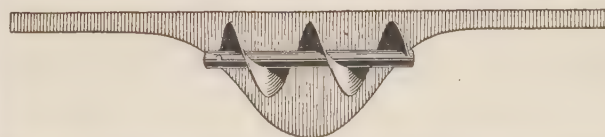
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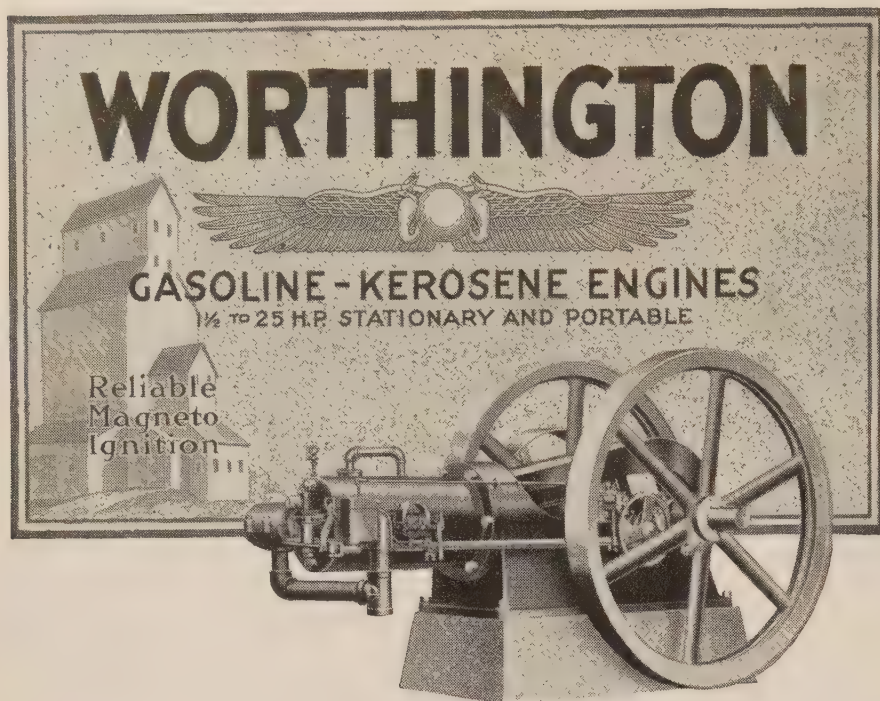
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to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it doesn't cover the business.

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Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

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309 So. La Salle Street, Chicago, Ill.

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**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

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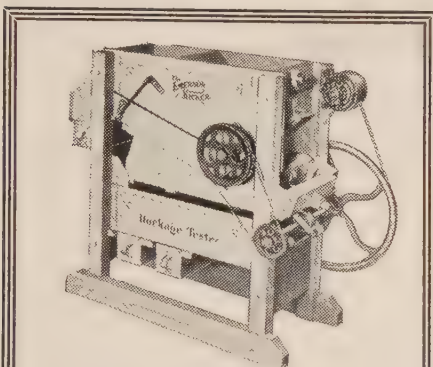
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"We are using your machine and could do without any piece of machinery in the plant better than we could do without your magnetic separator."

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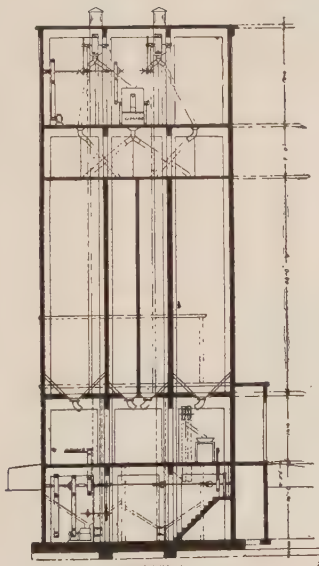
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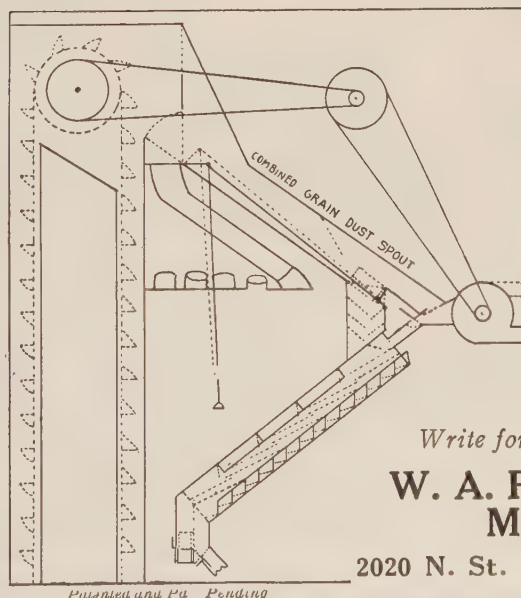
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grain, but permits you  
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free from dust. The  
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can be worked before  
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tion, and that the dust  
is not allowed to escape  
in your elevator, war-  
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efficient machine.

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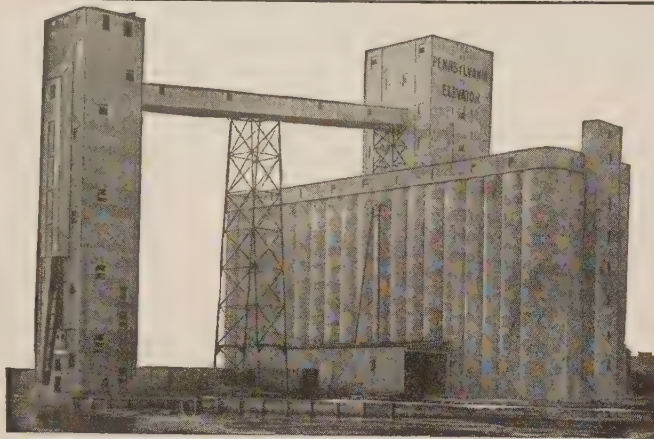
**W. A. Petteys Elevator  
Machine Co.**

2020 N. St. LINCOLN, NEB.

**St. Marys Oil Engine Co.**  
ST. CHARLES, MISSOURI

Manufacturers of Deisel Oil Engines for Mills and Elevators





Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

**Folwell-Ahlskog Co.**

332 N. Michigan Ave. Chicago, Ill.

*Write us for Estimates and Proposals*



## The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

See them in operation and be convinced of their great saving in labor cost.

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS

In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.

*"We have built for many of your friends. Eventually we will build for you. Why not now?"*

## GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

### Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The James Richardson & Sons, Limited.

**THE BARNETT - McQUEEN COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn.  
Minneapolis, Minn.



# Monarch Built Elevators

assure you economical design, first class work,  
efficient operation and SATISFACTION

*Let us submit Designs and Prices*

**Monarch Engineering Company**

**BUFFALO, NEW YORK**



## FEGLS CONSTRUCTION COMPANY, Limited

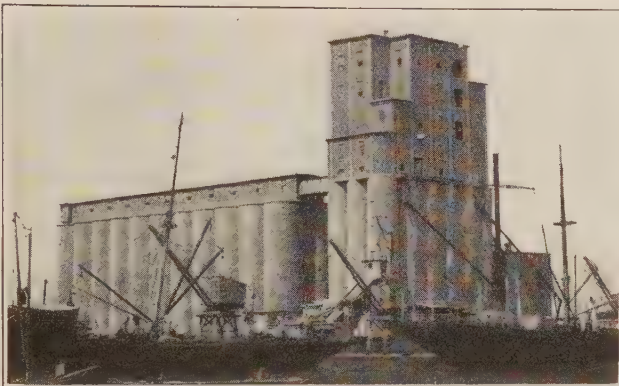
Engineers, Contractors

General Offices

Minneapolis and Fort William



We have the following plants under construction, all fireproof and of advanced design. **The Best Is None Too Good for Owners Like These:** State of New York, Brooklyn, 2,000,000 bu. elevator and shipping galleries (illustration). State of North Dakota, Grand Forks, 2,000,000 bu. elevator and 3,000 bbl. mill. Archer-Daniels Linseed Co., Buffalo, ¼ million bu. elevator and a real marine tower. Pillsbury Flour Mills Co., Atchison, Kan. ¼ million bu. elevator—Finest milling elevator in America. N. M. Paterson & Co., Ltd., Ft. William, Ont., ¼ million bu. storage.



**Buenos Aires Elevator Co.'s Terminal**  
Buenos Aires, Argentina

## John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.  
CHICAGO, ILL., U. S. A.

395 Collins Street  
MELBOURNE, AUSTRALIA

54 St. Francois Xavier Street  
MONTREAL, CANADA

Calle Maipu 639  
BUENOS AIRES

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$2.75

## GRAIN DEALERS JOURNAL

309 South La Salle St., CHICAGO, ILL.

## John K. Thompson Company

Engineers—Builders

Grain Elevators, Feed and Flour Mills  
Industrial Plants

We have associated with this organization men with practical operating experience as well as men with technical training and construction experience.

This insures economic and efficient design, resulting in low operating cost

We will be pleased to furnish preliminary plans and estimates or to help out with operating difficulties.

2816 So. Michigan Ave.

Chicago, Ill.

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

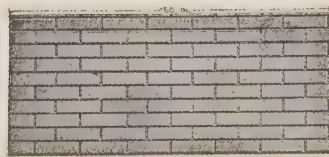
Each of its 204 pages of linen ledger paper, size, 8¼x13¾ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.25

## Grain Dealers Journal

309 So. La Salle St., CHICAGO, ILL.

## ELEVATOR Siding and Roofing



## IMITATION BRICK

Corrugated or Flat—Galvanized or Painted

**Sied Mfg Warehouse Co.**  
1449 CENESEE KANSAS CITY, MO.



## JONES-HETTELSATER CONST. CO.

Designers and Builders of

GRAIN ELEVATORS and FLOUR MILLS

706 Mutual Bldg., Kansas City, Mo.

## HORNER & WYATT

Designers of

Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.

306 McMillen Bldg.,

Kansas City, Mo.



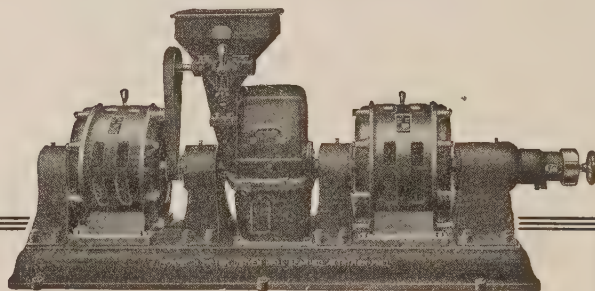
# Invincible Machines are Not Claimed to be 100% Perfect

If we could build them so well as to be able to make such claims, we would not continue on—we would sell the idea at a handsome profit.

What we do claim is—they are the very best grain cleaners that the human mind and hand is capable of turning out in this day and age.

**The Invincible Grain Cleaner Company**  
SILVER CREEK, NEW YORK

## A Safe Way to Buy a Feed Grinder



**D**O just the same as thousands of others have done—make up your mind that you are going to install a Monarch Ball Bearing Attrition Mill, and then stick to your decision.

There's nothing theoretical or experimental about the Monarch. It has been on the market for so many years, and has the endorsement of so many users, that

its reputation is virtually as stable as a Government bond.

Insist on the Monarch—nothing else is necessary to insure a safe investment and ultimate service.

Catalogue D-120 describes this mill in detail. Send for it.

**SPROUT, WALDRON & COMPANY, 1202 Sherman St., MUNCY, PENNA.**  
The Monarch Mill Builders

CHICAGO OFFICE:  
9 So. Clinton St.

KANSAS CITY OFFICE:  
308 New England Bldg.

**MONARCH**  
BALL BEARING  
ATTRITION MILL

## FABRICATED STEEL PRODUCTS

We specialize on FABRICATED STEEL PRODUCTS and are equipped to furnish steel plate products such as tanks, hoppers, stacks, conveyors, chutes, pipe, elevator legs, coal mine equipment, cement and concrete sheet steel forms promptly. Let us estimate on your requirements.

## Corrugated Sheets Erected

We are specialists in furnishing and erecting ROOFING & SIDING of galvanized, painted or zinc sheets, corrugated or formed. Our mechanics are experts—they know how. Let us figure on your erection, no matter where located.

*Our complete stock of galvanized, black, blue annealed sheet steel and zinc enable us to give immediate attention to all orders and inquiries received.*

**The Sykes Company**  
930 West 19th Place Chicago, Ill.



## Radio Telephone Market Quotations

together with concerts and lectures are being broadcasted from nearly every large city.

Reasonable deliveries can be made on orders placed now.

Know with whom you are dealing. Ask any Board of Trade firm about us.

### THE NASH-ODELL CO.

(Formerly Charles A. Nash, Inc.)

Franklin 1085

172 N. Franklin St. Chicago, Ill.

## OTTO ENGINES

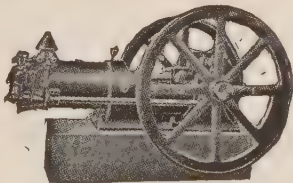
Have proved their superior qualities through years of reliable and economical service. Designed with a view to easy and inexpensive repair or replacement of parts. Cylinder, water jacket and head cast separate, easily and quickly replaced in case of damage by frost, which leaves the inner cylinder intact.

Economy kerosene carburetors for "Otto" engines manufactured and furnished from stock.

If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy. Models up to 50 H. P. in stock.

### Otto Engine Manufacturing Co.

3219 Walnut Street, Philadelphia, Pa.  
15-17 S. Clinton St., Chicago, Ill.



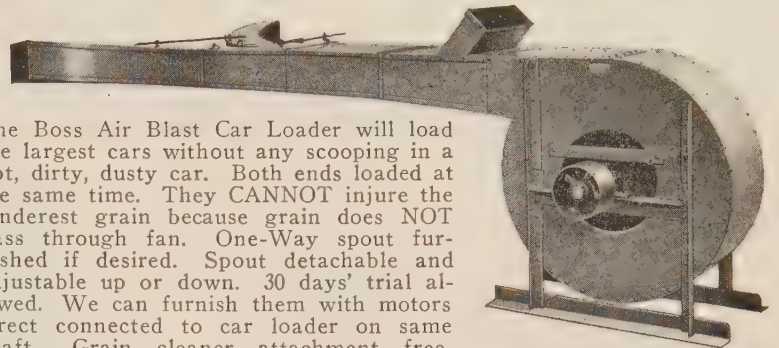
Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

### INFORMATION BUREAU

Grain Dealers Journal, 305 So. La Salle St., Chicago

I read most everything in the Journal and get a lot of good pointers out of it. —H. E. Hoff, Waukena Equity Merc. Ex-

## Load Railroad Cars Without Scooping



The Boss Air Blast Car Loader will load the largest cars without any scooping in a hot, dirty, dusty car. Both ends loaded at the same time. They CANNOT injure the tenderest grain because grain does NOT pass through fan. One-Way spout furnished if desired. Spout detachable and adjustable up or down. 30 days' trial allowed. We can furnish them with motors direct connected to car loader on same shaft. Grain cleaner attachment free. Grades raised. Make your house modern by installing one. New catalog No. 22 and prices mailed upon request. It also shows portable car loaders for loading grain from wagons to cars without scooping.

Maroa Manufacturing Company, Dept. G, Maroa, Ill.

## THE HALL SPECIAL ELEVATOR LEG

ONE HUNDRED PERCENT greater efficiency.

FIFTY PERCENT longer life.

A record the HALL SPECIAL is making every day where in use.

COSTS LESS to INSTALL; to OPERATE, and to MAINTAIN, and does DOUBLE the work of any other leg of equal size.



Hall Signaling Distributors are making records and friends wherever they go. Try them out against the best "spouts" you can buy of any other make.

Note carefully their efficiency, convenience, durability, utilization of bin space, thereby increasing the value of the plant, and saving from mixed grain. You will never thereafter use anything else.

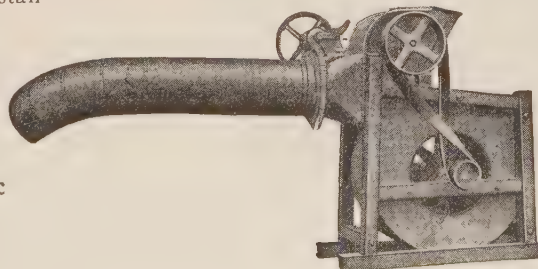
Write for our Catalogs.

Hall Distributor Company, 222 Railway Exchange Bldg., Omaha, Nebr.

## CLEAN AND LOAD IN ONE OPERATION

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grade possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

The  
Combined  
Grain  
Cleaner  
and  
Pneumatic  
Car  
Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

Write for List and Circulars.

MATTOON GRAIN CONVEYOR CO., MATTOON, ILLINOIS

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

WHITE ★ STAR ★ CO.  
WICHITA, KANSAS

### Cover's Dust Protector

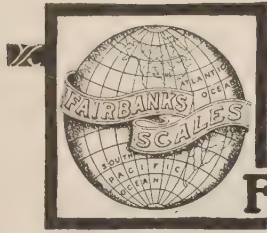
Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER  
Box 404 South Bend, Ind.





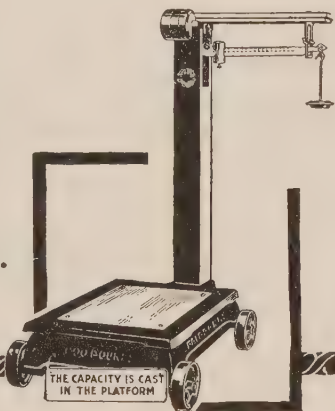


## The Genuine FAIRBANKS SCALE

Volume production makes these low prices possible. It's the time tried and proven Fairbanks Scale. You can tell the genuine by the world trade-mark. You've always wanted one. It will give you the accurate weight of everything you buy or sell or use. Steel to steel bearings—Arrow Tip Beam—Large Platform—Wide Wheels.

### FAIRBANKS SCALES

CHICAGO  
900 S. Wabash Avenue  
NEW YORK  
Broome and LaFayette Sts.  
and forty other principal cities  
in the U.S.



500 Lb. Size

**\$16<sup>15</sup>**

1000 Lb. Size **\$18<sup>90</sup>**  
Both F.O.B. Factory

## Dust Collectors



alone do not prevent explosions in Elevators, but

## DAY

Dust Collecting Systems do when properly installed.

## The Day Company

1006 Lyndale Avenue N.

Minneapolis, Minn.

## Direct Reduction Grain Tables In Frames

This box frame contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For Oats and Cotton Seed at 32 lbs.; Barley, Buckwheat and Hungarian, 48 lbs.; Shell Corn, Rye and Flaxseed, 56 lbs.; Wheat, Clover, Peas and Potatoes, 60 lbs.; and Ear Corn, 70 lbs. and 75 lbs. to the bushel. Pounds are printed in bold face type, and reductions to bushels are shown directly beside the corresponding pounds, which can be easily read.

The frame is of basswood with glass front and box is slotted at the right side to permit the table wanted to be placed next to glass. Each card protrudes beyond the frame with the reduction printed in large type on the marginal index. Size, 12½x13¼ inches. Supplied with two screw-eyes ready for hanging.

Order Form 3275DRF. Price, complete, \$2.50. Weight, 3 lbs. The six cards of this set may be obtained without box frame for \$1.00.

### Grain Dealers Journal

309 So. La Salle Street

Chicago, Ill.

## Scale and Credit Tickets

Form 51 duplicating, size 5½x13¾ inches is formed of 100 pages of white bond paper for the 500 original tickets, machine perforated for easy removal, 100 yellow post office paper for the 500 originals which remain in the book and 4 sheets of carbon paper bound in back. Each ticket provides spaces for "Number, Date, Load of, From, To, Gross .....lbs., Tare .....lbs., Net .....lbs. Net, ..... bus., \$. .... Due to ..... or order, ..... Weigher.

Check bound, well printed. Shipping weight 3 lbs.—Price \$1.15 f.o.b. Chicago.

## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**NORTH DAKOTA**—20,000 bu. elevator for sale in Minot; best location in city; big crop to handle. Box 417, Minot, N. D.

**FOR SALE OR RENT**—Three good country elevators in Kansas Wheat Belt, worth carefully investigating. Address 49R21, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—Elevator on C. & N. W. Ry.; fine location, unusually prosperous farming country. Priced right to close an estate. Address 49N7, Grain Dealers Journal, Chicago.

**INDIANA**—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

**IOWA**—One of the best grain elevators in North Central Iowa for sale; modern equipment, first class condition, and priced to sell. Address 48H12, Grain Dealers Journal, Chicago.

**NORTHEAST KANSAS**—Elevator and coal business for sale. One of the best business points in the State. Immediate sale. Address J. M. Duncan, Admr., Shannon, Kans.

**IOWA**—Grain elevator and sheller plant with attrition mill for sale cheap; all motor power; in the heart of the best grain growing territory of Iowa. 10 bins; 10,000 bus. cap. Address Willson Reid, Morning Sun, Iowa.

**Indiana**—16,000 bushel electrical equipped elevator in Central Indiana. House and machinery is A1. Galvanized siding, a good grain point and side lines. Priced \$12,000. Address 49R20, Grain Dealers Journal, Chicago, Ill.

**SOUTH DAKOTA** elevator for sale or rent; 20,000 bu. capacity; electric power; in first class condition; good grain point. Crops are good. A good business opening. Possession at once. Town of 2,000. Address B. J. Sewatt, Dell Rapids, South Dakota.

## FOR SALE CHEAP.

84,000 bu. capacity elevator, concrete; coal bins for 325 tons coal; large feed shed to hold 4 cars hay and bran. All on my own land, in one of the largest grain stations in Eastern Ill. Reason for selling, other interests need all my attention. Great bargain if taken by September 1st. Address 49Q6, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—Elevator and mill for sale or trade. 30,000 bushel elevator and 150 barrel mill located in Kansas wheat belt on two railroads. Elevator business alone is profitable business. Equipped with both steam and electric power. 12 years' business has established name of mill to flour trade. Clear of incumbrance; price right. Easy terms of payment for straight sale or difference in trade. Box 98, Turon, Kans.

## GRAIN ELEVATOR AT AUCTION.

On Wednesday, September 6th, 1922, at 1 p. m., we will offer at Public Auction a grain elevator known as the Monon Mills, located at Monon, Indiana.

This plant has a storage capacity of twenty-five thousand bushels. It is electrically operated and completely equipped with sheller, cleaner, car loader, etc. A going business. Two and one-half vacant lots.

Terms, one half cash and three years' time on balance.

Reason for sale, death of owner.

Further particulars on application.

Farmers & Traders State Bank,  
Monon, Indiana.

## ELEVATORS FOR SALE.

**ELEVATOR** for sale or trade. If interested inquire or write Wm. Auchstetter, Ida Grove, Iowa.

**OKLAHOMA** 10,000 bu. capacity elevator for sale; side lines. Address 48L36, Grain Dealers Journal, Chicago, Ill.

**SOUTHERN KANSAS** elevator must be sold to settle an estate. Address Orel Holman, North End State Bank, Wichita, Kansas.

**CENTRAL ILLINOIS**—Elevator for sale. Buildings 5 years old. Terms to suit. Address 49Q23, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA**—Six elevators on Chicago, Great Western R. R., handling grain, feed and coal; all modern equipment and in first class condition. The opportunity of a lifetime to purchase an old established and money-making business. Address 48D14, Grain Dealers Journal, Chicago, Ill.

**FINELY EQUIPPED ELEVATOR**, 100,000-bu. capacity, on tracks of C. & N. W. and C., St. P., M. & O. Railways in Minnesota; also switch to Chicago, Mpls. & St. Paul Ry. The station enjoys good transit privileges. This is a snap. If interested, write 49R7, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA**—15,000 bu. steel covered elevator, good equipment; 48x36 seed house fully equipped; cribbed coal house, steel covered, equipped with coal conveyor, 600 tons storage. Located on C. & N. W. Carry good side lines; no competition. Address 48M14, Grain Dealers Journal, Chicago, Ill.

## NEW PLANT FOR SALE.

300,000 bu. elevator, 10,000 bu. cereal mill which can easily be converted into a flour mill; has individual motor equipment; no competition; on main line of I. C. R. R. Can be bought very reasonably on attractive terms. Write C. E. Beyer, 1504 Inter-Southern Bldg., Louisville, Kentucky.

## ELEVATOR BROKERS.

**JOHN A RICE** **ELMER N. SMITH**  
Elevator Brokers, Frankfort, Indiana.

**ALWAYS HAVE ELEVATORS For Sale** in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

**JAMES M. MAGUIRE,**  
432 Postal Tel. Bldg., Chicago, Ill.

## CLAYBAUGH-McCOMAS

**Offices**  
Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.

If you want to buy, sell or trade an elevator write us at either address.

## MILL FOR SALE.

**MODERN 100-BARREL MILL** for sale; large territory, Rocky Mountain section; plenty of wheat. Feed mill in connection. Cheap power. Address 48B4, Grain Dealers Journal, Chicago.

## FOR SALE.

Whole or part interest in modern feed milling and mixing plant of fair capacity in large eastern Pennsylvania city; transit facilities, own siding and room for expansion. Write 49Q15, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED.

**WANTED**—An elevator, Iowa preferred, handling at least 200,000 bus. annually, with coal and feed business in connection. Address Marr & Young, Traer, Iowa.

**WILL TRADE** for grain elevator a quarter section of land in North Dakota with one hundred acres under cultivation, good crop. Address Farmer, 1122 Flour Exchange Building, Minneapolis, Minn.

**IF YOU** are desirous of obtaining more capital for the extension of your business, if you have real estate to exchange for an elevator, or if you have money to invest in the grain business, make your desires known in these columns.

## BUSINESS OPPORTUNITY WANTED.

**WANTED**—Half interest and management of a good grain business. What have you to offer? 49R13, Grain Dealers Journal, Chicago.

## BUSINESS OPPORTUNITIES.

**WILL SELL OR EXCHANGE** stock in a company manufacturing grain elevator machinery for a grain elevator. Address 49Q9, Grain Dealers Journal, Chicago, Ill.

**IOWA**—A well established grain business in Iowa, owing to one of the managers engaging in other duties, wishes to interest one with about \$15,000 capital and who has had experience in operating or supervising country elevator or elevators. A moderate salary at start. This is a good opportunity for the right man. Write 49R5, Grain Dealers Journal, Chicago.

**HERE IS** what one advertiser in our "Elevators For Sale" columns writes us shortly after the third insertion of his ad: "I wish to tell you that my ad in your Journal is the first time I ever tried to find a buyer for anything I had for sale in my life. The old saying 'It pays to advertise' is certainly true. I have several good parties lined up from the many inquiries through my ad in your paper."

**PREORGANIZATION OPERATING CAPITAL OPPORTUNITY**—Opportunity to become financially and actively interested in the operation of a 700,000 bushel modern concrete granary, located in the Chicago switching zone. Also rural granaries located in Iowa and Illinois. Direct earnings should be not less than 20% net per year, additional to large gain from property equity. Investments in parcels of not less than \$5,000 each will be considered. Charles T. Peavey, 327 So. LaSalle St., Chicago, Ill.

## UNUSUAL OPPORTUNITY

to get in on the ground floor with an old established company. We want additional capital to enlarge our already prosperous business. We own a terminal elevator and country stations, located in Middle West, in the finest all-year climate in the United States. Our business runs over a million per annum.

If you have \$25,000.00 or more to invest with or without services, communicate with us at once. We court strictest investigation. Address 49R15, Grain Dealers Journal, Chicago.

## INVESTMENT.

**WANTED**—To borrow \$15,000.00 on mill and elevator in Oklahoma. Value of property \$40,000.00. Will pay 7% on loan for term of five years. This is gilt edge loan. For further particulars write 48K7, Grain Dealers Journal, Chicago, Ill.



## SITUATIONS WANTED.

**EXPERIENCED MAN** wants position as elevator manager. Address 49R2, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as manager of a large country grain business. Address 49R17, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED MAN** wants position as manager of elevator. Can furnish references. Address C. R. Waterman, Chili, Wis.

**POSITION WANTED** as manager in small elevator or second man in large elevator, by married man with 2 years' experience. Have handled lumber. Write M. O. Stone, 1333 B ave. East Cedar Rapids, Iowa.

**EXPERIENCED GRAIN MAN** desires position with reputable grain firm in one of the larger markets. Familiar with all phases of grain, hay and seed business. Address 49R16, Grain Dealers Journal, Chicago, Ill.

**MARRIED MAN** wants position as manager of grain and implement company; have had 13 years' exp. in grain business and 17 years in implement business; middle aged. Address 49Q12, Grain Dealers Journal, Chicago, Ill.

**WANTED**—A position as traveling solicitor by man with 6 years' experience in grain business or position in grain office with some grain company. Can produce the business. Address 49R24, Grain Dealers Journal, Chicago, Ill.

**MAN** 31 years old would like a position offering chance of advancement as ability is shown. 3 years' experience in country elevator, college graduate, commission during war, list of references. Address Box 5, Whitmore Lake, Mich.

**GRAIN SOLICITOR** wants position in Illinois as grain buyer for some good line company, or will take a job as assistant manager in elevator where a good business is done and wages good, in a good town. Have had five years' experience in the grain business and the past three years manager for Farmers Elevator. Wish to make a change in the next 30 days. Am married and 34 years of age. Address 49R8, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**SITUATION WANTED**—Solicitor with large acquaintance among Iowa shippers. Will consider other territory. Address 49P26, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED** grain man desires position. Well known by the grain trade. 15 years as elevator manager. A1 references. If you want a hustler address 49Q27 Grain Dealers Journal, Chicago, Ill.

**MANAGER-ACCOUNTANT** will be open for a position the last of July; grain and bean elevator experience, also side lines; capable of installing modern accounting system and managing elevator. Address 49R14, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED** grain inspector wants position either as Inspector or with terminal elevator co. Well qualified to operate elevator or manage inspect. Dept. A1 references. Married and 32 years old. Address 49R18, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position by experienced grain man as manager of Farmers elvtr. in Central Ohio; years of exp. in managing elevators, familiar with all markets, understand merchandising. Employed but wish to make change. 49Q10, Grain Dealers Journal, Chicago.

**WANTED**—Position as solicitor or representative for some terminal grain house. Have had seventeen years of terminal experience in buying, selling and soliciting grain. Am well acquainted with Illinois and Indiana trade, also Southern wheat trade. Can give the best of references. Age 32. Address 49R9, Grain Dealers Journal, Chicago, Ill.

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal,—the medium for power bargains.

## PARTNER WANTED.

**TO TAKE** half interest in established Seed business in Central Ohio. Desire partner who can keep books and will do any kind of work connected with the business. Excellent opportunity for a hustler and hard worker. Address 49P16, Grain Dealers Journal, Chicago, Ill.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## MISCELLANEOUS.

**GOOD GRAIN CAR** for sale. Price right. Address 49Q24, Grain Dealers Journal, Chicago, Ill.

## WANT ADS WORK WONDERS.

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It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

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## GRAIN DEALERS JOURNAL

La Salle St., Chicago, Ill.

## SHIPPERS' RECORD BOOK No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds and Balance.

Wide columns are provided for recording these facts under the respective heads.

Price, \$2.75. Address

## GRAIN DEALERS JOURNAL

LaSalle Street - CHICAGO, ILL

## Receiving and Shipping Set of Grain Books

**Grain Scale Book** Size of page, 10½x15¼ inches.

This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

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The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

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## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



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FOR

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**Clark's Decimal Wheat Values:** These tables are the same as described above with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Order Form No. 33X. Price \$2.75.

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Loaded into car—initials and number, seal numbers, at ..... station on ..... date; billed shipper's order; notify ..... draft for \$.....; made through ..... bank of ..... to apply on sale of ..... bushels made.....

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight, 8 ounces.

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GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

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20,000 to 96,950 lbs. to 48 lb. bushels.  
20,000 to 118,950 lbs. to 56 lb. bushels.  
20,000 to 118,950 lbs. to 60 lb. bushels.

Bushels are printed from bold faced type in black ink; pounds in red, on heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Weight 6 ounces. Price \$2.50.

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GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

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1 75 H. P.  
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all complete with starters. Also  
2 66"x18" Boilers.  
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Write for description and price.  
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1—10 h.p. Type I, 1200 r.p.m., 220 volt, 60 cycle, 3-phase General Electric Motor, with type CR oil starting compensator.  
1—16-20 h.p. Charter gasoline engine, in good condition, with new Webster magneto, at a great bargain.  
1—9x14 side crank Atlas engine with throttling governor, also one with automatic governor, both thoroughly overhauled.  
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**Prompt Attention.** Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.  
Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.  
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RICHARDSON AUTOMATIC SCALE wanted, must be in good condition.  
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## OIL & GAS ENGINES FOR SALE

**FOR SALE**—15 h.p. Fairbanks Z engine, good condition; reasonable. Address P. O. Box 103, Bloomington, Illinois.

## MACHINES WANTED.

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**WANTED**—Small chicken feed mixing equipment for mixing scratch feed and baby chick feed. Do not need grinder. Send full description, blue prints if possible, and name lowest price. J. C. Mytinger Grain Company, Wichita Falls, Texas.

**WANTED**—Large size Batch Mixer—Gedge-Grey preferred, also Hammer Type Mill. Grindler preferred. Write full particulars to P. R. Bee, 693 Mississippi Ave., Memphis, Tenn.

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**FOR SALE**—One Sinker Davis 25 horse boiler and a 20 horse engine, same make. In running order, cheap for cash. Address Smith & Ackels, Hobbs, Ind.

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These books are slightly soiled and shelf worn. To close them out promptly we are offering them at greatly reduced prices.

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All prices are f. o. b. Chicago, Illinois.  
GRAIN DEALERS JOURNAL,  
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**NEW ORLEANS**

## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9½x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.35; weight 2 lbs.

**Grain Dealers Journal**  
309 So. La Salle St., Chicago, Ill.

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WANT TO SELL  
SHERMAN - TEXAS  
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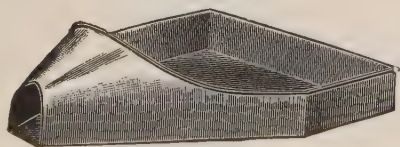
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Grass and Field  
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Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Seed Size, 1½x9x11". Price \$1.65

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**GRAIN DEALERS JOURNAL**

305 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find Two Dollars.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

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State.....

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BALTIMORE, MD.

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BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

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CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
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SIOUX FALLS, S. D.

North Western Seed Co., wholesale field seeds.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn.  
Flower Co., The S. W., seed merchants.  
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HAY WANTED.





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Milwaukee, Wisconsin  
Clover, Timothy, Grass Seed  
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WHOLESALE FIELD SEEDS  
CLOVER—ALSIKE—TIMOTHY—ALFALFA  
Our Specialty  
All Other Field Seeds  
TOLEDO - - OHIO

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Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

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Buy and Sell Red, White and Alsike  
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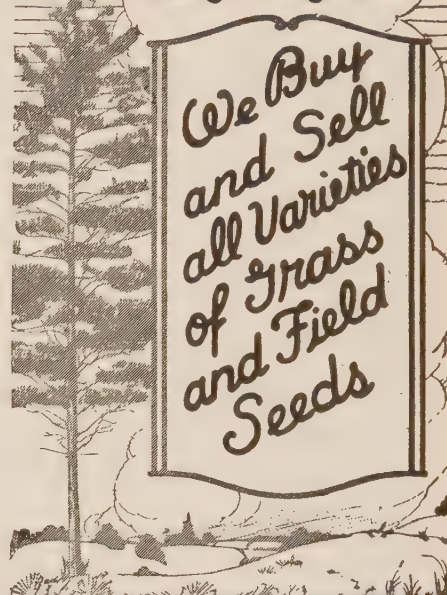
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Ask for Prices  
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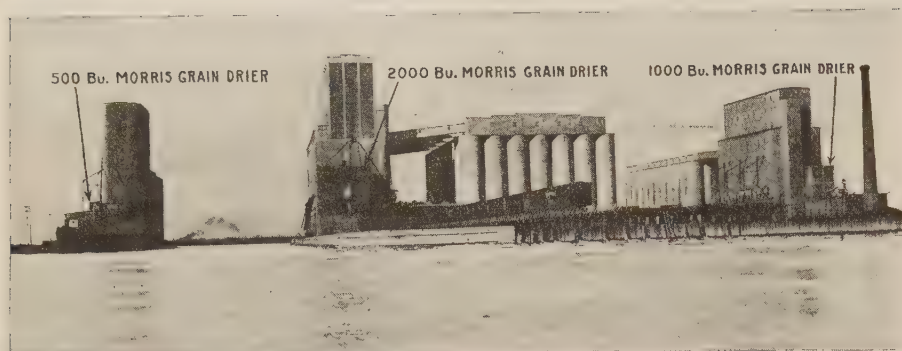
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CRAWFORDSVILLE, INDIANA

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**G**RAIN drying, once a serious problem, is now a simple, routine operation to owners of the Morris Grain Drier.

This equipment receives your grain in any state of wetness and delivers it at any desired degree of dryness—automatically, uniformly and in perfect market condition.

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Our method of obtaining a uniform flow of grain and even distribution of air, covered by patents, insures absolutely uniform drying of every kernel. None is parched or overheated. There is never a baked smell. "Morris' dried grain is the same as sun dried!"

By using fresh, clean outdoor air for both drying and cooling, greater efficiency is obtained in these operations as well as in conditioning grain.

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The Morris Drier is one more example of the complete service we offer to every department of the grain and milling industry. Take advantage of our 25 years of experience.

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## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.25; to Canada and Mexico, prepaid, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaving grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, AUGUST 25, 1922

WHEAT POOLS alleged to be organized in several western states are making big claims as to the number of bushels included, but the profits of this disorderly marketing remain to be demonstrated.

THE SUGGESTED special low rediscount rate of  $\frac{1}{2}$  per cent below the present lowest rate does not seem to be arousing any enthusiasm among the producers of foodstuffs or among the bankers who could not avail themselves of the rate if they charged the original borrower more than 6 per cent. If money is made too cheap there is danger of leading the farmer into speculation.

MR. McALLISTER'S suggestion for the standardization of elevator legs is a good one. While it is not probable that all elevators would ever use the same style or size of elevator leg yet it is well to have a standard which meets with the unqualified approval of experts so that all elevator owners may easily determine what is most desirable and can more readily approach, if not attain, perfection in leg equipment.

SHIPPERS who permit their local bank to send their drafts against grain shipments in a round about routing will increase their demurrage costs and delay the marketing of their grain. It is far better to send draft with bill of lading attached to some good bank at point of destination or to instruct the local bank to do so. Delays are generally expensive, for in addition to paying demurrage, shippers often find it necessary to stand a loss due to deterioration in quality and occasionally to a decline in the market.

TRYING business conditions have forced all large operators to scrutinize credits of all grain merchants more vigilantly than ever. Hence it behooves shippers who wish to stand well with their terminal market receivers to avoid making heavy over-drafts.

THE INCREASE in the number of grain elevator fires is not only increasing the losses of the insurance companies specializing in grain elevators and contents but will also increase the cost of insurance. Hence it behooves every elevator owner and operator to exercise greater precaution against fires being caused by known hazards.

THE IDAHO Wheat Growers Ass'n has made such a poor showing during the past two crops that the trade is not giving much consideration to its activities. No institution can hope to attain success in any chosen line of business without careful guidance by experienced hands. Capital alone seldom wins success for any business. The intelligent management by a man of experience, enterprise and industry is far more necessary than the ownership of ample operating capital.

ESTABLISHED merchants who thoroughly believe in themselves and in the service they perform for their farmer patrons find it easy to gain the confidence of prospective customers whom they cultivate. The man who holds aloof from his farmer patrons makes it easy for the farmers to believe the false charges of the agitators. Some country grain dealers have always made it a practice to send an occasional letter to their farmer patrons primarily for the purpose of promoting good will, but incidentally to call their attention to the different departments in which they are prepared to serve them.

PROPOSED government control of the Canadian crop is proving detrimental to the sale of the crop before the Dominion Wheat Board Act actually has gone into effect, as it has made it unsafe to contract for the delivery of the grain. Section 8 of the law reads: "The Board shall have power to take such steps as in its discretion, it may deem advisable for the fulfillment of bona fide contracts for the sale and purchase of wheat outstanding at the time when this Act shall come into operation; such outstanding contracts shall be intimated to the Board within fifteen days of said date." No sane importer in Europe would enter into a contract that a government in time of peace can invalidate.

WAGON SCALES used in grain purchases should invariably be carefully inspected and tested prior to the movement of a new crop. The chances taken by country elevator men who do not exercise this precaution are unwarranted. The expense of testing scales and putting them in proper condition is so small compared with the losses possible through defective scales that no dealer will admit a willingness to take such chances. Not only should each buyer know that his scales are weighing correctly, but he should be so thoroughly convinced of that fact, that he will have no hesitation in putting his weights against those of any other scale. The narrow margins now in vogue do not permit of any dealer guessing at what he pays for.

WHY NOT organize a civic uplift league to labor for men in Congress who will do a little work and not so much puttering around trying to find something which a commission or a board can be created to "investigate"?

AN ELEVATOR operator at Minneapolis, Kansas, was killed recently while attempting to place a chain on pulley without throwing out clutch. The same trick has been tried many times before by careless operators with the same sad result.

SENATOR LADD has declined the position of manager of North Dakota's state owned flour mill, evidently the dear Doctor who was largely responsible for the state's attempting to break into business is changing his views on the practicability of the state's engaging in business.

AN IDEAL fumigant has yet to be discovered. In this number of the Journal blows have been struck at the old reliable bisulfid of carbon and the untried paradichlorobenzene. Elsewhere in the Journal a fire insurance field representative recounts how the banned bisulfid exploded and wrecked a grain elevator in Maryland; and the manufacturer of paradichlorobenzene disclaims responsibility for its use altho the first experiments published in the Journal last year had the indorsement of the U. S. Dept. of Agriculture. Until the Department indicates how to avoid the ill effects of using commercial dichlorobenzene grain dealers are advised not to use it as a fumigant on food.

THE EFFORTS being put forth by the Bureau of Markets to induce the more thorough cleaning of grain at the threshing machine will receive the hearty endorsement and persistent commendation of every country grain dealer. Threshing machine operators have long persisted in leaving in all the sticks, straws and foreign matter possible because they are paid on the basis of the grain bagged and hauled away. The grain producers would profit by having all foreign matter removed because it would reduce their threshing bill and increase the price per bushel they would receive for their grain. Clean grain can be marketed without dockage and the shipper not only obtains a better price for such grain but avoids paying freight on the transportation of the dockage.

ACCEPTING deposits while insolvent is a criminal offense for bankers. Members of the Board of Trade who accept margins when they know themselves to be insolvent are promptly expelled. But the U. S. G. G. Inc., evidently does not guide itself by the commonly accepted standards of business integrity or moral principle. Even a friendly audit showed liabilities of \$394,000, exceeding the \$109,000 assets by \$285,000, yet the organization is taking in money on memberships. Instead of admitting the failure of the U. S. G. G., as it ultimately must, the midwest farm bureau creditors' committee is applying the pulmotor to keep alive the bait that has taken an immense sum from the pockets of the farmers, hoping that additional contributions will be applicable on debts in which the midwest farm bureaus are more deeply interested.



COUNTRY elevator operators who entered into a contract with the U. S. G. G., Inc., to help the promoters flim-flam the farmers, must experience much chagrin when asked to explain their disposal of pooled grain.

THE OVER-LOADING of elevators as the result of the railroad shopmen's strike has resulted in several perfectly good elevators spilling their contents all over the surrounding landscape, the latest offender being the Farmers Elevator at Piatt, Illinois. Of course the barn builders are to blame.

HOOVER'S coal control fell to the ground when the Norfolk & Western gave notice that unless indemnified by the Government for damages it would not violate the Transportation Act which calls for equal distribution of cars among all coal mines. Evidently the Government officials have a lot to learn regarding the laws as well as business.

THE IMPRACTICAL suggestion of the Federal Trade Commission, that all terminal grain elevators be placed under the management of the railroads, is not meeting with hearty endorsement. Grain merchants generally are beginning to appreciate that governmental interference with business invariably makes for uncertainty and strangles business enterprise and individual initiative. The risks of business alone today are ample to cause the most conservative to hesitate; but when existing conditions are combined with threatened regulation or interference, business men have double cause to hesitate.

NON-MEMBERS of exchanges in organized markets cannot expect to receive the patronage of experienced grain shippers who read. A firm which cannot gain membership must deal through members in order to market the grain advantageously and of course must share the commission with the actual member. Regular grain dealers will readily recognize the advantage of shipping direct to a member who is responsible for the transaction and naturally will make a more earnest effort to promote the interests of the consignee than if the shipment comes indirectly through an outsider. Careless shippers who are tempted to consign to new firms owe it to their business to investigate as to the standing of the receiver before favoring him with any grain. It may be too late to investigate after the shipments have been made.

THE KANSAS CITY Board of Trade has undertaken an investigation of the methods of receivers who are losing money because of their efforts to outdo one another in winning the favor of country shippers. It seems that some receivers have been giving away advertising novelties, books, maps, stationery, labor saving forms, desks, clothing, and in fact anything which might win the good will or favor of the shipper. These unreasonable expenditures have so greatly increased the cost of getting business that competing receivers have demanded that something be done to re-establish the business upon a saner basis. The regulation of such expenditures which has been found necessary in some other markets is indeed to be commended, for if the exchanges are unable to check these unbusiness-like methods of business bating then the trade may expect an investigation by the Federal Trade Commission.

ADVANCES by the War Finance Corporation to the co-operative marketing ass'ns totaled \$104,000,000 to Aug. 10; but unless the government is accepting bad credit risks all this money should have been obtained from private sources.

### Seniority a Vital Issue.

The message wired from the office of the Indiana Grain Dealers Ass'n to the President in a nutshell expresses the position of the entire grain trade.

"Grain Dealers and Millers of Indiana anxious for railroad strike settlement, but hope carriers will not be required to violate their seniority obligations nor the Labor Board repudiated. Anarchists are gleeful when sacred legal and public obligations are violated. Shipping public anxious for early adjustment on terms only that recognize honorable obligations to and service of patriotic men of courage who threw themselves into the breach and kept transportation alive. Adjustment on other terms will be temporary and encourage other and more serious disturbances, as well as strengthen the anarchistic spirit in strike leaders and others who will with more confidence and alacrity repeat the operation."

Ever since the Labor Board decreed that employment of the shopmen must be on a certain basis of pay, and the men saw fit to flout its decision, all well meant efforts to negotiate a settlement have been on a wrong footing. All concerned should have refused to listen to the shopmen until after they went back to work.

It is the very essence of the Transportation Act and the labor board instrumentality that operation of the railroads shall not be suspended pending adjustment of wage differences.

Looming up before us we have wage readjustments to be made with the train service brotherhoods, who are stronger than the shopmen, and would be only too glad to have a precedent that railway employees can go on strike and retain their seniority.

### Government Protection, Not Government Ownership, Is Needed.

The tense situation developed by the coal and the railroad strike has lead many weak minds to yell loudly for government ownership and government operation, all oblivious of the proven inefficiency of the government in business enterprises. All authorities are agreed that wherever government has undertaken the promotion of any business it has made for waste, inefficiency and useless expense.

Had all our governments been more vigilant in the protection of the rights of property owners and truckled less to the union agitators we would not find ourselves in the present embarrassing situation. The mine operators have not attempted to supply the demand for fuel except in a few cases and these resulted in murder and massacre without interference on the part of the government.

The politicians have bowed low in recent years to every gang of agitators who claimed the influence of numbers with the result that the government is in somewhat of an embarrassing situation and seems to hesitate to enforce its own laws. The shopmen are striking against an order of the Railroad Labor Board which was established by an act of Congress, yet no effort has been made on the part of the government to support the labor board or strengthen its position. If the politicians per-

sist in trifling with fire they must expect to get burned and the country will suffer accordingly.

### Selling Wheat Basis No. 2.

Michigan shippers at the Flint meeting this week gave considerable time to discussing the selling of wheat on the basis No. 2 and No. 1. The sentiment seems to be in favor of selling basis No. 2 and demanding a premium of at least 2c a bushel for all wheat which grades No. 1. It is fair and reasonable for the shipper to demand a premium for No. 1 if he accepts a discount for grain falling below the contract grade. While most of the wheat which is sold shippers track, is sold on the basis of No. 2 many shippers fail to demand a premium for wheat which grades better. No. 1 wheat generally commands a better price in the central markets and there seems no excuse in the shippers accepting a No. 2 price for it. So much more wheat of the average crop grades 2 than better, it would seem that No. 2 would be the proper basis upon which to sell wheat year in and year out. Where values are agreed upon in advance of arrival of grain the difficulty of settling satisfactorily for grades other than the contract grade is minimized.

### The Car Shortage.

Elevators in many sections of the surplus grain states are filled with grain yet are unable to obtain enough grain tight cars to relieve the congestion. The delay in getting this grain to market has caused a paper loss to many country elevator operators so that they would hesitate to move the grain immediately even were the strike settled. The impression prevails that a flood of grain upon our central markets would depress prices, while if the accumulated grain is moved gradually its marketing may be accomplished without effecting a decline.

Two Kansas railroads anxious to escape their legal liability have instructed station agents to permit shippers to load grain into bad order cars providing they will cooperate at their own expense and sign an agreement releasing carrier from loss of grain in transit. Now, the shippers generally are in full sympathy with the railroads in controversy with their employees, but they are not so bigoted in the matter as to sacrifice their own rights and interests in the hope of getting some grain to market.

A natural delay in putting box cars in condition to transport bulk grain will help to prevent the flood of our central markets with grain after the settlement of the strike and in that fact shippers with full houses should find some consolation. No far-seeing shipper will assume the expense of cooping cars and the liability of loss of grain therefrom when the laws of the land require the rail carriers to provide box cars in fit condition to transport bulk grain to destination. The shipper will be much better off to suffer loss through decline in market value and interest due to delay in shipments than to waste his capital in cooping cars and assuming liability for grain leaking from cars. The would-be grain shippers of the land are perfectly willing to make allowances for the railroads inability to function



normally, but that is no reason why they should assume either the expense or the responsibility of the carrier. The hazards of their own business are ample to satisfy even the wildest speculator.

## Distribution of Cars.

In times of car shortage the question who should receive the available cars is variously answered as dictated by the interest of the applicant for cars. The manager of a grain elevator owned by an association of grain growers would like to include in the amount available for shipment all the grain held by the farmers back in the country in their cribs or in their stacks. The owner of large storage at the station would like to have the cars divided according to amount held at the station by the operators of elevators. The dealer with a very small elevator, would be pleased with a rule like that in Rule 7 of docket 3630 of the Court of Industrial Relations of Kansas:

"In case it is impossible for any such railroad company to furnish sufficient grain cars at any shipping station to keep all the elevators open and operating, then and in that case all available grain cars shall be divided and distributed among such elevators and shippers, car and car about."

The owner of a small elevator has the preference over the owner of a portable loader or a scoop shovel because he is equipped to handle more rapidly, and this principle that preference in the division of cars should go to the possessors of storage and loading facilities, could well be carried further, as it is in the rules approved by the Interstate Commerce Commission, based on the quantity of grain tendered and located for convenient loading.

It is in the interest of the railroad company and the grain growers that capital be induced to provide large storage at the country station; and one inducement is to give the owner of a large elevator full of grain more cars than the small dealer with little room.

Exact justice lies somewhere between the Kansas State rule and the Interstate Commerce Commission's principle.

## High Freight Rates And Water Transportation.

The principal cause of shippers grief presented at every convention the past year has been the exorbitant freight rates. The rail transportation companies have charged so much for moving grain to market, little has been left for the producer, and live grain shippers everywhere recognizing the necessity of securing reasonable compensation for the farmer have exerted themselves to secure a reduction in transportation costs.

The work of the Michigan Ass'n as outlined at Flint meeting clearly indicates the deep interests of the grain shippers of that state in lower transportation costs. The railway unions who are vigorously opposing wage reductions overlook the fact that much business is killed by high freight rates.

Michigan hay dealers have apparently given up hope of recovering any of their old trade in distant states until freight rates are materially reduced. None seem to be able to do much more than a local business because the freight rates on hay prohibits its being shipped much farther than across the county line.

While these exorbitant freight rates serve as a business deterrent they lend much encouragement to the champions of water transportation, and a little investigation discloses the fact that more grain is being carried on the Mississippi than for many years past. Grain is being shipped in barges direct from Toledo to New York City and a barge company recently organized at Duluth is building a number of boats with a view to taking grain direct from the Head of the Lakes to New York City.

If enough grain can be transported by water to supply the export demand the railroads will soon be striving to obtain their old share of the grain traffic through the medium of reduced freight rates, and reduced rates will of necessity effect the reduction in wages of railroad employees which are still unreasonably high. The grain shippers of the land owe it to themselves to protect against the high wages of railroad employees at every opportunity in the hope of hastening the day when freight rates on grain may also be reduced.

## The Cost of Handling Grain.

On page 680 of the Grain Dealers Journal for May 25, 1922, we published an extensive report by a Professor Green of the Kansas Agricultural College on the cost of handling grain through an elevator. His figures were compiled from 153 reports on the cost of handling the 1920 crop. He found that the average cost per bushel for grain handled by 78 co-operative elevators in Kansas was 6.8c while the average cost of 75 Independent elevators was 6.7c per bushel.

Different wheat handlers at the Michigan meeting this week insisted that no elevator man could handle wheat profitably on less than 8c a bushel. The average investment of the Michigan dealers is somewhat larger than the average investment of Kansas grain dealers, but it is doubtful if dealers of either state can handle grain on less than 8c a bushel and prosper. Over-bidding and over-grading has brought disaster to many dealers who hoped a rise in the market might pull them out of a bad deal, but it didn't.

The elevator man performs a real service in getting food to the consumer and without which all efforts on the part of the producer are in vain. Over-competition and continual agitation by selfish wild-eyed promoters has prevented the country elevator operator getting the living margin to which he is fully entitled. Many dealers have failed even to realize their fixed over-head charges from the handling of grain and they have only themselves to blame.

The sane farmer knows these charges must be met and he also knows the dealer is entitled to compensation for his time and effort. If he is to provide an open market for grain the year around he must be paid a living wage or he will go into some other line of industry. There is one thing certain that unless country elevator operators insist on having a living wage they will never get it. Neither producer or consumer will take the time or trouble to hunt him up and insist on his taking what he considers a living wage. He must do it of his own volition and in spite of the false charges made against him by the agitators.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. & N. W. 108380 was standing in the yards Aug. 21 at State Center, Ia., leaking wheat at several places account of loose sheathing.—Elmer H. Goodman, Goodman & Mead.

N. Y. C. 252693 passed thru Cerro Gordo, Ill., Aug. 19, leaking yellow corn from side of car. Train was moving fast and had no time to locate leak definitely.—C. A. Stout, C. A. Stout & Co.

C. B. & Q. 101046 was leaking at Holdrege, Neb., Aug. 18.—Holdrege Equity Exchange.

P. McK. & Y. 80697 passed thru Gerald, Ill., Aug. 11, leaking wheat. Tried to stop the leak but did not have much success.—H. C. Bear & Co., Penfield, Ill.

C. B. & Q. 112047 passed thru Roseville, Ill., Aug. 10, going north and leaking wheat badly at both sides of grain doors.—C. W. Langdon, mgr. Farmers Grain Co.

C. B. & Q. 103354 stood in yards at Kansas City, Mo., Aug. 9, leaking white corn at side of car.—H. M. Heinicke.

C. B. & Q. 106353 stood in yards at Kansas City, Mo., Aug. 9, leaking wheat at side of car.—H. M. Heinicke.

C. N. 426,196 loaded with wheat was leaking at door while going north on the C. & E. I. Aug. 5.—T. C. Mooney, mgr. Bongard Grain Co.

B. & O. 185,467 was leaking oats at door while going south on the C. & E. I. Aug. 5.—T. C. Mooney, mgr. Bongard Grain Co.

T. St. L. & W. 7799 passed thru Atkinson, Ind., Aug. 4, eastbound, leaking white oats badly thru crack in side of car caused by parting of sheathing.—E. H. Stimbel, mgr. Atkinson Grain Co.

C. & A. 37140 passed thru Delavan, Ill., southbound, Aug. 3, leaking wheat at end of car. Patched at Delavan, Ill.

Southern 14177 passed thru Latimer, Ia., Aug. 3, leaking oats at side of car. The leak was temporarily repaired by our drayman and myself.—H. J. Reed.

C. of G. 25079 passed thru Belshaw, Ind., northbound on the N. Y. C., Aug. 2, leaking corn at door.—C. C. Brown, Belshaw Farmers & Gleaners Elevator Co.

R. I. 36512 was on siding at Colfax, Ia., Aug. 2, with end of car pulled out about eight inches. Was loaded with wheat. Section men transferred wheat into R. I. 39471.—R. F. Agar, Denniston & Partridge Co.

C. & N. W. 79040 passed thru Buffalo, Ill., eastbound, Aug. 2, leaking at end of car.—Lloyd W. Young, sec'y-treas. J. E. McCann Grain Co., Inc.

Wabash 65562 passed thru Buffalo, Ill., Aug. 2, leaking above draw bar and K bolt. Train was eastbound.—Lloyd W. Young, sec'y-treas. J. E. McCann Grain Co., Inc.

C. R. I. & P. 36122 passed thru Turney, Mo., July 28, leaking a stream of wheat at door. Car did not stop so I could not repair it.—H. E. Brenner, mgr. Turney Elevator Co.

I. C. 141813 on local freight going south thru Manito, Ill., July 28, was leaking wheat from side of car at door post. Train was moving, so had no time to repair it.—A. R. Harbaugh, mgr. Smith-Hippen Co.

B. R. & P. 3417 passed thru Dunkel, Ill., July 27, leaking wheat badly at corner of car.—L. A. Tripp, Dunkel Grain Co., Assumption, Ill.

I. C. 38187 passed thru Chesterville, Ill., July 25, southbound, leaking wheat around door on west side.—Miller & Woodcock.

Soo Line 20962 going east on P. C. C. & St. L., July 24, was leaking wheat at door very freely when passing thru Walton, Ind., at 9:30 a. m.—Owen A. Dutchess.

Santa Fe 43578 passed thru Happy, Tex., July 17, leaking grain. Could not determine where leak was as car was moving.—E. D. G.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Are Scoopers Entitled to Cars?

*Grain Dealers Journal:* Will the Journal kindly advise if a shipper is entitled to cars in proportion to the number he uses during the year, or must he wait his turn and get only an equal share with scoopers and buyers who ship only a few cars during the busy season?—Willshire Equity Exchange, Willshire, O.

**Ans:** The railroad companies are expected by the Interstate Commerce Commission to keep rules in force that apportion the available supply of empty cars on the basis of the quantity of grain on hand tendered for rail shipment and conveniently located for prompt loading. Scoopers and buyers who ship only during the rush season have no standing because they have no grain at the station.

A decision by the Interstate Commerce Commission covering car distribution between competitors at a station was published in the Grain Dealers Journal, Jan. 25, page 119.

### Does Federal Control Period Extend Time to Collect Undercharge?

*Grain Dealers Journal:* When the railroad company made a demand on us for an undercharge on a shipment amounting to \$60.84 we called its attention to the Interstate Commerce Law limiting suit for undercharges to three years; and now the railroad company alleges that the time of federal control is counted out, under the Transportation Act of 1920. Does this extend the time?—Bower, Brown, Baxter Elevator Co.

**Ans:** Sec. 206f of the Act provides "The period of federal control shall not be computed as a part of the periods of limitation in actions against carriers or in claims for reparation to the commission for causes of action arising prior to federal control."

This applies only to actions against carriers and not to actions by carriers against shippers.

As the law is new we have no record of a decision where the railroad company sought to take advantage of the Act to extend its own time. As there was no disability on the part of the shippers to defend such suits nor upon the railroad companies to prosecute them it is difficult to see why such extension should be allowed.

In the case of Mallory v. Adams Express Co. the Supreme Court of New York on June 13, 1922, held that the shipper was not entitled to his extension of time and reversed a decision of the lower court that had given him judgment for \$30 for the loss of a trunk, the supreme court holding that sec. 206f applied only to statutory limitations and not to limitations in the B/L.

### Grain Buyer's Liability for Grain Delivered by Tenant.

*Grain Dealers Journal:* On Mar. 18, 1922, there were two judgments rendered against one J. S. On Aug. 10, 1922, J. S. hauled us 355 bus. rye. On this same date we were served with notice of garnishment. On Aug. 10, 1922, we received written notice from landlord to hold proceeds of all grain delivered by J. S., tenant, for last year's rent due.

Do we have to pay on the garnishment or pay landowner for this year?—F. E. Himart, Stillman Valley, Ill.

**Ans:** The landlord's lien is good for six months after the lease on the land expires, under the law of Illinois. After that time the landlord loses his right to recover under the lien law.

Notice Aug. 10 to hold proceeds of grain sold by tenant would be in time to protect the landlord under a lease that expired Mar. 1, for example. But the law does not require the landlord to serve a formal notice. It is enough that from the facts the grain buyer knew the seller was a tenant.

Garnishment by a judgment creditor is of no

force as against a landlord's lien. This follows from the theory that the grain is the property of the landlord until the rent has been paid, until the expiration of the lien; and no judgment creditor can levy on property in possession of a debtor, not owned by the debtor. The courts have held the landlord's lien takes precedence over the claims of other creditors. The grain dealer must satisfy the landlord first, and other judgment creditors later if the latter have garnished the proceeds of sale of grain and there is anything left for them. If the parties fail to agree the grain dealer can let one of them start suit against him, and then pay the money into court.

### Manufacturer Does Not Recommend Paradichlorobenzene for Weevils.

*Grain Dealers Journal:* We have been advised by a grain storage firm in Texas that after a trial of a small quantity of paradichlorobenzene last November for killing grain weevil, they tried a larger quantity recently with very unsatisfactory results. They stated the odor penetrated the foodstuffs in their warehouse and as a result a considerable quantity of the food was ruined. Altho the warehouse was thoroughly aired and the food moved several times and placed out in the air, it still retained the odor. As a result, they have been subjected to a loss of several hundred dollars worth of food.

Prof. Chapman of the University of Minnesota has been experimenting with this product, and advised us recently that further tests indicated it is not only useless for the control of grain weevil, but it is apt to do a great deal of damage to the grain since the odor of the material affects milk of the cattle eating the grain, and also the eggs and flesh of chickens to which the grain is fed.

We, therefore, do not wish to recommend the use of paradichlorobenzene for use on grain, and believe it would be only fair to your readers to state that the use of this product on grain is not to be recommended.—Semet-Solvay Company, P. M. Goodwin, Chicago representative.

**Ans:** The article in the Journal, Aug. 10, 1921, was a condensation of a 7-page illustrated Bulletin No. 167 by the United States Department of Agriculture entitled "Para-dichlorobenzene as an Insect Fumigant," by A. B. Duckett, scientific assistant, truck crop and stored product insect investigations. This was a "professional paper," a "contribution from the Bureau of Entomology. L. O. Howard, chief," under date of Feb. 10, 1915.

The bulletin contained no hint or suggestion that the chemical was in any way injurious, except to the insects.

The following is quoted from the U. S. Dept. of Agriculture Bulletin No. 167:

"The odor does not cling to fabrics, etc., the characteristic ether-like smell rapidly disappearing upon exposure of the fumigated substance to the open air."

"Owing to the volatile nature of the substance the weak ether-like smell will pass off in a few hours if exposed to the air."

"Paradichlorobenzene is insoluble in water and does not deliquesce when exposed to the air, but completely VOLATILIZES, and therefore, should be kept in an air-tight can or glass jar."

"The greater density of the vapors is at the lower levels. This property is very useful when paradichlorobenzene is used as a fumigant for bags of grain."

"In view of the fact that unless paradichlorobenzene is used in enormous quantities or is permitted to remain in the repository over 48 hours, it does not injure plant life or render fruit, etc., inedible, we should by preference use as large a dose as possible for the complete eradication of the insects."

"From the foregoing observations and experiments the writer concludes that paradichlorobenzene, used as directed in the preceding pages, acts as an excellent fumigant against the following insects:

- (1) Stored product insects.
- (2) Case-bearing clothes moths.
- (3) Roaches and ants.
- (4) Museum pests.
- (5) Miscellaneous house insects \* \* \* \* larder insects.

"It is also an effective substitute for potassium cyanide in collecting bottles."

Mr. Duckett was careful to have his paradichlorobenzene analyzed by the Bureau of Chemistry, which reported it to be practically pure, and informed him that there are three chlorobenzenes, ortho, meta and para, all three having the same empirical formula,  $C_6H_4Cl_2$ ,

Ortho and meta are liquids, boiling at 176 and 172, respectively.

The government bulletins do not go into the manufacture of the chemical; but it is said that paradichlorobenzene is the result of the action of chlorine gas on benzene in which the object is the manufacture of a dyestuff, the paradichlorobenzene being a by-product of no value, comparatively. If the benzene and the chlorine are impure or the process is not intelligently conducted the resulting impurity might naturally be found in the by-product. Even tho the product is pure foreign material might become mixed in before use.

Assuming that the pure paradichlorobenzene is harmless, as stated in the government bulletin, the grain elevator operator should require a guaranty of purity from the manufacturer; or if the manufacturer believes the character of the impurities to be harmless he should be willing to guarantee his product to be safe.

The Insecticide and Fungicide Laboratory of the Department of Agriculture at Washington has been requested by the Journal to account for the unsatisfactory results alleged.

### Right of Way Lease and Side Track Maintenance?

*Grain Dealers Journal:* My first rental on site on right of way of Big Four R. R. was \$18 a year for 300 feet. Subsequently they cut my lease to 170 feet and raised the rental to \$30 a year. Across the street I have 120 feet for which they charge me \$30 a year. Is not this rental exorbitant?

I have a contract on the old order No. 15 and would like to know if they can still keep that in force. It requires me to pay for the maintenance of the side track etc., and is unreasonable in every way.—Frank S. Ware, Butler, Ill.

**Ans:** Pay no attention to the contract under the old order No. 15. This track is entirely on the right of way and the shipper can not be chargeable with any responsibility. This was so decided in the case of J. S. Cameron, of Elliott, Ill., against the Lake Erie & Western by the Supreme Court of Illinois and the Supreme Court of the United States, holding that the shipper was entitled to the track. This decision was reported in vol. 39, of the supreme court reports, page 345, and in the Grain Dealers Journal Apr. 25, 1919, page 672.

Further the Supreme Court of Illinois in the case of Paul Kuhn & Co. v. Big Four, reported in 129 N. E. 869, and in the Grain Dealers Journal Apr. 10, 1921, page 585, held that the shipper could not be required to pay anything or sign any kind of a release to get the privilege of side track use, for the reason the shipper was entitled to the track without charge.

This is a parallel case to that of Mr. Ware, with reference to the track being entirely on the railroad ground. The fact that Kuhn & Co. had their house on their own ground, built close up to the right of way, while Mr. Ware has his elevator partly on railroad ground does not diminish his right to use the track. It gives the railroad company an opportunity to act ugly by threatening to cancel his lease on their land if he declines to gratify their every whim.

As to the reasonableness of the rental line this should not exceed 6 per cent on the value of the land, as determined by the value of land close by.

### Discount on Account of Lower Protein Test?

*Grain Dealers Journal:* We consigned a carload of wheat to a Kansas City commission firm and mailed a sample of the carload. The commission firm had our sample tested and it showed 13.04 per cent protein. When the car came in they had a sample taken and tested and that showed only 11.8 per cent. On the strength of the 13.04 test the commission firm sold the carload at \$1.13, July 29.

The buyer had tests made and the average of three different laboratories showed about 11.9. The purchaser of the car demanded a 5-cent discount, but the commission firm got it settled for a 3-cent discount.

On account of the price and the shortage of 20,000 lbs. in weight we had made an overdraft, which we are delaying payment pending a settlement. Why should such a long time be allowed to pass with the market declining every day and why should not the buyer be compelled to take the wheat at the



price agreed upon or leave it, in which case the commission firm could have disposed of this car to someone else for as much money.

We do not know the Kansas City Board of Trade rules, but we feel as tho we have not been treated fairly in the matter.—Peoples' Grain, Coal & Live Stock Co., Upland, Neb.

**Ans.:** The grain receiver was doing the best he could for the shipper, even concealing from the buyer that there was a low test on the car. If the buyer had not had the car tested the shipper and the receiver would have gotten by safely with their 13.04 test on the sample mailed.

Ordinarily when the state or board of trade takes a sample from the car and gives it an official grade and the car is sold by such sample that closes the deal; but in this case the receiver virtually made it a sale by shipper's sample when he exhibited to the buyer the 13.04 test. On a sale by sample the buyer has a legal right to refuse the goods after he discovers that the bulk is not up to sample. As the market dropped two cents the morning after the sale the discount does not seem excessive.

## Commissions on Wheat Reduced at Toledo.

Effective Aug. 22 the wheat commissions at Toledo were reduced as follows:

On wheat—One per cent, excepting that when 1 per cent amounts to less than 1 cent per bu., then 1 cent per bu. shall be the minimum charge. On rye, barley, shelled corn and oats, 1 per cent, excepting that when 1 per cent amounts to less than 1 cent per bu. on rye or barley;  $\frac{3}{4}$  cent per bu. on shelled corn and  $\frac{1}{2}$  cent per bu. on oats, then 1 cent shall be the minimum charge on rye and barley,  $\frac{3}{4}$  cent per bu. on shelled corn and  $\frac{1}{2}$  cent per bu. on oats. On ear-corn, 1 per cent, excepting that when 1 per cent amounts to less than 2 cents per 100 pounds, then 2 cents per 100 pounds shall be the minimum charge.

(B) For receiving and selling or for buying and shipping by vessel, wheat, rye, barley or flax seed, 1 cent per bu.; shelled corn,  $\frac{3}{4}$  cent per bu., and oats  $\frac{1}{2}$  cent per bu.

(C) On grain delivered on contract for future delivery and resold here, one-half of the regular schedule as per section (A).

(D) On grain delivered on contract for future delivery and shipped, the regular schedule as per section (A), together with interest, insurance, storage, inspection and loading charges until grain is loaded.

(E) On grain bought in for seller's account to fill uncompleted sales for stated shipment and delivery, the regular schedule as per section (A). On bag lots in less than carload lots, 2 cents per bu. On bulk-head cars, 1 per cent excepting that when 1 per cent amounts to less than 1 cent per bu., then 1 cent per bu. shall be charged.

(F) For future delivery of 5,000-bushel lots or more, not less than  $\frac{1}{4}$  cent per bushel, except for members of the Toledo Produce Exchange, when charge may be one-half of the above rates. This does not apply to seeds. For futures in less than 5,000 bushel lots,  $\frac{3}{8}$  cent per bushel. For a cargo of grain received and ordered forward,  $\frac{1}{8}$  cent per bushel.

(G) For buying and selling clover and alsike seed one-half of 1 per cent for futures and 1 per cent for cash. For timothy and other seeds not mentioned above  $1\frac{1}{2}$  per cent for carlots and 2 per cent for less than carloads, with a minimum charge of 50 cents. For future timothy seed, 1 per cent.

W. K. VANDIVER, former traffic manager for the Grain Dealers National Ass'n, has accepted a position with the Erie Railroad as solicitor for freight, having his headquarters at Birmingham, Ala.

## Coming Conventions.

Sept. 17-18, Indiana Farmers Elevator Managers Ass'n at Marion Park, Marion, Indiana.

Oct. 2, 3 and 4 Grain Dealers National Ass'n at New Orleans, La.

## One Collecting Claim Must Settle with Principal.

The Supreme Court of California on May 25, 1922, affirmed a decision of the superior court of the County of San Francisco in favor of John Westrope & Co. against E. Clemens Horst for the recovery of \$23,789.43 and interest collected by Horst from the Southern Pacific Railroad Co. for damages to 35 carloads of barley in the Galveston flood.

Westrope & Co. are grain dealers at Hull, England, and had a local office at San Francisco, Cal., where they delivered to the Southern Pacific Co. the 35 cars of barley in sacks for shipment by the Sunset Route to Hull. En route near Galveston the barley was badly damaged by the flood in August, 1915. The local agent of Westrope & Co. employed Horst to prosecute a claim against the Southern Pacific Co. for damages. The E. Clemens Horst Co. had one car of barley in the same flood; G. W. McNear & Co. had 20 cars; and both authorized Horst to represent them, but before the negotiations with the Southern Pacific were completed ownership of the claims of the two latter was transferred to Horst, and he assumed to make settlement for all claimants in his own name. The Southern Pacific recovered one-third of the barley of Westrope & Co. and shipped it to Hull. The remainder was sold by Horst to certain European buyers for \$29,335.24 pursuant to a settlement of the claim he had negotiated with the Southern Pacific, which agreed to pay Horst \$12,500 for a release by all claimants, a release which was given by Horst as their authorized representative. Horst delayed his payment to Westrope & Co. and they brought suit.

Horst alleged that plaintiffs, doing business as partners under a fictitious name, had not complied with the statutes of California, so as to be entitled to maintain the suit. On appeal this defense was waived.

**The Court said:** The appellant's main contention is, first that the evidence does not sustain the finding of the trial court to the effect that the plaintiffs were entitled to receive \$7,125 of the \$12,500 to be paid the defendant by the Southern Pacific Company pursuant to their aforesaid agreement. The defendant himself, however, testified that the value of the plaintiff's barley amounted to 57 per cent of the value of the entire barley shipment damaged in the Galveston flood. This percentage would give the plaintiffs precisely the sum of \$7,125 out of said \$12,500 which the trial court awarded them and would also furnish sufficient proof to justify the court's finding to that effect. Besides there was abundant evidence that the loss to the plaintiffs by reason of the damage caused by said flood was much greater in proportion than that suffered by the other shippers.

While the exact proportion of such damage was difficult of ascertainment and while the evidence in the case reflects the extent of this difficulty due to the confusion caused through the intermingling of the consignments of the several shippers, still we think the evidence taken as a whole shows that the trial court rather underestimated than enlarged the proportion of said \$12,500 which the plaintiffs were entitled to receive.

The second contention of the appellant under this head is his claim that the plaintiffs were entitled to recover no part of this sum of \$12,500 from him, for the reason that he had not received the same from the Southern Pacific Company and hence he could not be required to account for or pay over any portion of said sum to the plaintiffs. It appears to be a fact, and the court so found, that the defendant has not yet received said sum of \$12,500 from the Southern Pacific Company. But this fact standing alone would not be sufficient to bar the plaintiffs' right to recover from the defendant its due share of said sum, unless it should also appear that the failure of the defendant to collect and receive this money was due to no fault or hindrance of his own.

The defendant consummated the sale of the remainder of the plaintiffs' barley then on the New York piers to European buyers, receiving therefrom the sum of \$29,335.24, money belonging to the plaintiffs; that from that time forth the defendant had in his possession ample funds with which to pay the railroad company whatever freight or other charge on account of these barley shipments were coming to it by virtue of said agreement; that not long thereafter the defendant, assuming to act for the plaintiffs, gave to the Southern Pacific Company the full releases which were required from all the shippers of said barley to be given to it by them, and that these releases so executed had at all

times been satisfactory to the Southern Pacific Company. Nothing thereafter remained for the defendant to do but to get from the Southern Pacific Company the said sum of \$12,500, or whatever balance would be coming to him upon the adjustment of the predetermined and undisputed account. The defendant did not, however, do this but began delaying his settlement with his principals upon various pretexts and by the making of claims for compensation in the form of commissions and otherwise, which the trial court found to be exorbitant and refused to sustain.

All that the defendant has to do under the form of this judgment is to make those settlements with the Southern Pacific Company which he was required by his agreement to do and in the way of which there is no obstacle and which he should apparently have long since done, paying over to the plaintiffs the net sum derived by him from the sales of the plaintiffs' barley to the European buyers and which he has long and without sufficient reason withheld. —207 Pac. Rep. 373.

## Insurance on Merchandise in Transit.

Insurance on merchandise in transit against loss or damage by strikes, riots, etc., has never been a form of insurance for which there is a ready market. This is to be expected in view of the fact that it is only needed when a strike arises and presents a possibility of damage through such causes. Consequently the insurance companies have never prepared a set form of policy nor agreed to any definite rate, preferring to make the insurance and the rate commensurate with the hazard involved at the particular time of the strike, says W. B. Wolverton, mgr. marine dept. of Fred S. James & Co.

When the present railroad shopmen's strike began, there was a demand for strike and riot insurance. The rates and forms of coverage vary greatly during the first few days until the inadequate forms were eliminated.

At the present writing there are in general just two forms—one covering fire, collision, derailment, cyclone, tornado, flood and loss or damage caused by strikers, locked out workmen or persons taking part in labor disturbances, riots or civil commotion. The other form covering only the direct loss caused by riot, insurrection, civil commotion, strikes, explosion, tornado, cyclone and wind-storm. The difference in the two forms is that the latter form excludes loss or damage caused by fire, collision or derailment. To be sure these risks are usually assumed by the railroad company but can it be proved in a case of loss by collision or derailment whether it was caused through the act of strikers or rioters or through the cause for which the railroad company would be liable were there no strike conditions existing?

There is quite a difference in the premium charged under these two forms but as the main purpose of insurance is to protect in case of loss, it is important that one consider first the amount of protection which the insurance affords rather than the premium involved.

The recent derailment of a Michigan Central train at Gary, Ind., alleged to have been caused thru the rail spikes having been removed is an apt illustration of the very point in question. It is thought by many to have been the act of strikers but who is there to prove that such was the case? A mere assumption is not sufficient proof of loss for an insurance company insuring against direct loss or damage caused by strikers. Should the railroad company refuse to recognize any responsibility and the insurance company likewise refuse to accept liability, the shipper has benefited in no way by his strike insurance.

For this reason it is far better for the merchant shipping during periods of strike conditions to insure his merchandise against the usual transportation risks as well as the strike risk, even though the rate of premium be higher; for in the event of loss or damage by collision or derailment he can collect from his insurance company and if there is dispute as to the liability of the railroad company, it is for the insurance company to take up with the railroad company, and not the shipper.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Montana's New Storage Ticket.

*Grain Dealers Journal:* In the Journal of July 25, page 124, is printed a copy of the storage ticket proposed by John M. Davis, chief of the division of grain standards and marketing, that is premature. I do not think there is one elevator in a hundred that would have handled any stored grain under those conditions; and I am glad to say we do not have to.

Our old tickets were bad enough, and to think of trying to handle stored grain under the conditions given would make one weep.

Instead of paragraph 3 of the conditions printed we will start to use a storage ticket containing as a substitute the following:

3. Upon the return of this receipt to the warehouseman properly indorsed and upon the payment or tender of all advances and legal charges grain of the grade and quantity named herein shall be delivered to the holder of such receipt within 48 hours after the facilities for receiving same have been provided; the right being reserved by the warehouseman to make delivery at Minneapolis or Duluth of Montana grain of like and equal grade, quality and quantity upon payment by the holder of the receipt of freight charges to terminal in addition to other charges above mentioned.

I believe it is fair to both farmer and elevator company and is worded plainly, with very little chance of a dispute.—Chas. K. Abell, agent Montana Central Elevator Co., East Helena, Mont.

### U. S. Food Administration Assessments Will Not Be Refunded.

*Grain Dealers Journal:* In your issue of Aug. 10, 1922, there appeared an article entitled "Refund of Food Administration Assessments."

The Act referred to as having been introduced in Congress is evidently the Elkins Bill, which is Senate Bill No. 3193. This bill provides

"That the Secretary of the Treasury is hereby authorized and directed to refund, upon application therefor under such regulations as he may prescribe, to every person, partnership, association, and corporation the amount such person, partnership, association, or corporation has paid as a fine upon conviction of a violation of the provisions of section 4 of the Act entitled 'An Act to provide further for the national security and defense by encouraging the production, conserving the supply, and controlling the distribution of food products and fuel,' approved August 10, 1917 (commonly known as the Food Control or Lever Act), as amended by section 2 of the Food Control and the District of Columbia Rents Acts, approved October 22, 1919."

The profits liquidated by wheat flour millers in excess of the maximums fixed by the United States Food Administrator were liquidated under sections 2 and 5 of the Lever Act, agreements with the millers and regulations promulgated or approved by the millers committee. Obviously, the proposed legislation has no reference whatsoever to excess profits. Millers were not fined. Millers were not convicted, and they were never indicted by a Federal Grand Jury or tried in a Federal Court.

The Department of Justice has not made any representations that the excess profits liquidated by millers are recoverable or that the Attorney General of the United States cannot defend the Government in such matters. The report of the Attorney General of the United States to the Senate Committee had reference only to the Elkins Bill.

The Attorney General of the United States commenced to administer the Lever Act after the Executive Order of the President Nov. 21, 1919. The Executive Order referred to

did not transfer to the Attorney General any power or authority concerning wheat and wheat products and the excess profits of millers were not determined by his office and not received by the Department of Justice. The law was administered by the United States Food Administrator.

The accountant who has been circularizing the milling trade has been telegraphed by the Attorney General of the United States that he has made no representations or recommendations that millers' excess profits are recoverable.

Should the Elkins Bill become a law, as presented to Congress, the law will have no application to millers' excess profits.

Inasmuch as you have given the subject publicity in your journal we take it for granted that you will be willing to publish the facts as related herein.—United States Grain Corporation, by John Dudley, Manager, Washington Office.

### Canada Abandons Wheat Control.

*Grain Dealers Journal:* The governments of the Provinces of Alberta and Saskatchewan have virtually abandoned the effort to establish the compulsory marketing of grain produced in their territories. The Grain Dealers Journal has already described in outline the method by which the Federal and Provincial powers were to be used jointly to re-establish a measure of governmental control of the Canadian wheat crop. The plan has failed, not owing to legal or constitutional obstacles, but purely and simply because no men of real knowledge and experience of the grain trade could be found who were willing to risk their reputations upon the success or failure of the undertaking.

It is interesting to note that Hon. C. A. Dunning, premier of Saskatchewan, and Premier Greenfield of Alberta, in a joint statement to the Federal Government intimating their view that the project must be abandoned, gave as one of the main reasons for their decision the opposition of the grain traders, as distinct, from the grain growers, to the scheme. In point of fact, the only real opposition to the Wheat Board put forward by the trade, as represented by the Winnipeg Grain Exchange, consisted of the evidence given by Dr. Magill, the secretary of the Exchange, and W. Sanford Evans, of Winnipeg, a grain expert, before the House of Commons' Committee on Agriculture when the matter was before the Dominion Parliament. So far as the public is aware no other efforts have been made to prevent the restoration of the Canadian Wheat Board by the private grain traders, although they, as much as any other business men, having invested their money and their brains in a legitimate trading occupation, were entitled to resist a development which might easily have destroyed their investments and ruined their business without possibility of compensation. Had the Wheat Board actually come into operation the law might have been invoked to protect the private grain trading interests; but, since it did not come into operation and does not seem likely to do so now, there has been no need of such action in defense of the interests devoted to trading in grain.

The evidence of the two gentlemen mentioned as representing the Winnipeg Grain Exchange was strikingly free from petty self-interest or narrow class prejudice. It dealt with the world wide conditions which control the grain markets and which have led to the growth of the existing system of grain trading. It endeavored to point out to the Canadian Parliament some of the controlling factors in connection with grain prices and some of the economic fallacies which underlie the idea of control of the trade by a bureaucratic authority. It would be difficult to find in the literature of the whole controversy, which has extended now over a period of more than three years, a saner and less biased statement of the chief factors in the wheat

marketing situation than was presented in the evidence given on behalf of the Winnipeg Grain Exchange. Hence it is simply absurd to argue that the failure of the two Provincial Governments to find a satisfactory personnel for the management of the proposed Wheat Board can be due to the opposition of the grain trade. The grain traders had the same right to oppose the scheme as the grain growers had to support it and could be blamed only if their opposition took illegitimate channels of expression. In fact, the opposition has been conspicuously mild in character.

The truth is that the Wheat Board plan has failed because of the fundamental unsoundness of the proposition both from the economic and from the political viewpoints. Economically, the Wheat Board proposition amounted to that of nationalizing the grain trade. Originally it involved much more, since the evidence of the men who were responsible for the successful operation of the former Wheat Board was to the effect that success in future would be proportioned to the completeness of the monopoly exercised by the Board, not alone over wheat, but over flour as well, especially for export.

These conditions were not observed in framing the present plan. Control of transportation of wheat was also involved in the success of the original Board and this, too, was denied in the compromise plan finally adopted by the Dominion Parliament. Further, the Wheat Board was to be operative only in the two or more Provinces which might pass legislation rounding out the Federal legislation and bringing it into effect. It is evident, therefore, that the Wheat Board which has been abandoned would have been only a pale reflection of the former Board upon which the grain growers really relied. The differences in powers and functions would have been far greater, in practice, than the similarities.

Against the restoration of the former Wheat Board, a war-time expedient, objections so fundamental and powerful could be urged that the Canadian Parliament found it impossible to re-establish it. Had it done so it would have committed itself to the principle that trade and commerce are communistic concerns. The demand for the nationalization of the grain and flour trades once acceded to, no objection could logically have been made to the extension of the industry or trade which put up a similar demand. In other words, it proposed a revolution. It proposed that a British government, a government, that is, functioning according to the British constitution, should deny to its citizens the right to dispose of the fruit of their labors how, when or where they wished to dispose of it. In the acceptance of the Wheat Board under the conditions now existing in Canada and the world, as compared with those existing in 1919-20, a new political, as well as economic, departure would have been made. From that situation the Parliament of Canada shrunk, even before it could be clearly stated or consciously realized. Its decision was wise. Before any such precedent could be set it was inevitable that the whole matter, in all its implications, would have to be examined by the public and passed upon by the electorate. There was an instinctive avoidance of an issue which could have been decided in only one way in a British country.

The failure to establish the Wheat Board has been due to the evident determination of the men who handled the former Board, under conditions equivalent to war-time conditions, not to take responsibility for any such experiment in times more normal and in the absence of similar expedients in Europe, i. e. in the purchasing countries. Where these men hesitated to take responsibility was it to be expected that other men, as well versed in the grain business but without the peculiar experience required, would step in? From the moment that this refusal was met the prospect of a genuine Wheat Board vanished.



When the Wheat Board agitation comes to be reviewed in cold blood it will be seen that it was partly a reaction from the depression inevitably following the war, and partly an attempt by certain visionaries in the farmers' organizations to regenerate society by methods which have been tried elsewhere and have failed. Consciously or unconsciously, probably the latter, the Wheat Board agitation has been fed by men whose theories bear a striking, though accidental, resemblance to those recently applied in Russia with such disastrous results to the economic life of that country. Students of political and social developments the world over will see in the fail-

ure of the endeavor to re-establish control of the grain trade in Canada an instinctive and unconscious reaction towards the basic traditions of the British system of government, from which extensive but temporary departure was made under pressure of the great war.—Arthur E. Darby, Regina, Sask.

### "What Is Your Goal?"

*Grain Dealers Journal:* Grain Dealers Journals properly filed make an excellent catalogue. That is, when in need of almost anything in the grain line, it can usually be found in some issue of the Journal.

Just such a search for material caused me to look thru several back numbers of the Journal.

I read with renewed interest, the message on the front cover of the Jan. 25th, 1922, issue. I desire to express to you that such material is worth countless dollars to the thinking Grain Dealer, or individual, battling against artificial and hazardous conditions of today, trying to attain success. Yet it is "fun," but hard earned "fun," to make the "growth" essential to success.

We hail with pleasure the coming of more such constructive material.—W. E. Hutton, Magnolia, Ill.

### Riot and Civil Commotion Insurance.

An example of the most complete coverage against the hazards due to riots and strikes and the ordinary accidents in transit is afforded by the grain dealers' transit policy of the Hartford Fire Insurance Co. This policy covers loss by fire, derailment, collision, theft, flood, cyclone, riot, insurrection, civil commotion, strike and explosion.

Under this policy the shipper is reimbursed without question when a car has been derailed, irrespective of whether the spikes in the ties were drawn by strikers or the rail came loose thru the carrier's neglect. The insurance company in such case settles with the shipper and makes claim against the railroad company.

The policy can not be canceled after grain has been loaded until it has arrived at destination.

The premium is based on the value and the distance traveled, ranging from 8 cents to 25 cents per \$100.

It is a condition of this contract that the assured shall at the time B/L is issued fill out and forward to the mill and elevator department of the Hartford Fire Ins. Co. at Chicago an application for insurance showing kind, grade and value of grain or seeds, the point of shipment, destination, by which railroad received, and the car number. Certificates are issued for each shipment under this policy. The company may at any time make changes and alterations in its tariff of rates, but the same are not effective as to shipments made under this policy until five days after notice of such change or changes have been mailed to the assured at his address named in the application upon which this policy is based. A statement is rendered the first day of each month covering the premium due on all certificates issued during the preceding month, and the assured agrees to remit on or before the fifteenth day of each month in which said statement is rendered.

This form of contract was devised by H. W. Donnan, superintendent of the mill and elevator department, over three years ago; and altho the hazard at this time is very great the Hartford will take on an unlimited number of risks, as the information furnished by the grain shipper in his application enables it to protect itself.

### Effect of Shopmen's Strike on Rolling Stock.

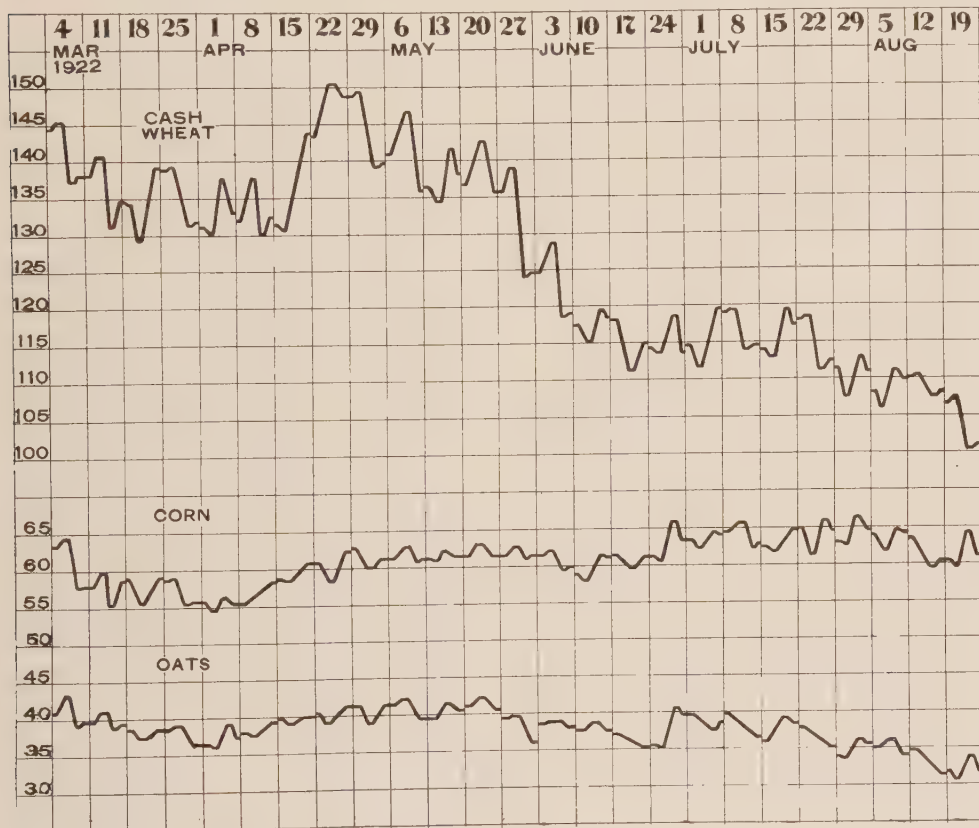
A survey made by the Ass'n of Railway Executives of the condition of the rolling stock of the country up to July 15, two weeks after the shopmen's strike began, shows that the stories to the effect that a thousand locomotives are falling out of use every day are ridiculous. On July 15 there were fewer locomotives in bad order than on Feb. 1, Mar. 1, April 1, May 1, or June 1.

The number of bad order box cars has been excessive ever since federal control, and the railroads' inability to earn even operating expenses has prevented rehabilitation of the cars.

Bad order cars on July 1 numbered 324,583 and on July 15, 342,078, an increase of 17,495. This is not abnormal in view of the heavy traffic loaded during June and July, so it proves that as yet the strike has not had any particular effect on the rolling stock of the railroads in all parts of the country.

### Cash Wheat, Corn and Oats Fluctuations from Feb. 27 to Aug. 19.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT.													
	Aug. 10.	Aug. 11.	Aug. 12.	Aug. 14.	Aug. 15.	Aug. 16.	Aug. 17.	Aug. 18.	Aug. 19.	Aug. 21.	Aug. 22.	Aug. 23.	Aug. 24.
Chicago	106½	104½	103½	102	101½	102½	104½	101½	101	102½	103½	103½	102½
Toledo	112½	111	110	109	108	108½	111½	109	108½	110	112	112	111
Kansas City	99½	97½	96½	94½	94	94½	96½	94½	94	95	96½	96½	95½
St. Louis	104½	103½	101½	100½	99½	100½	102½	100½	99½	100½	102½	102½	101½
Minneapolis	109½	108½	106½	103½	103	104½	106½	104	101½	102½	103½	103½	103
Duluth, (durum)	89½	88	87½	86½	86½	85	86½	84½	83½	84½	87	86½	87½
Winnipeg	104	102½	101½	99½	99½	100½	101½	99½	98	98½	99½	98½	97½
DECEMBER CORN.													
Milwaukee	106½	104½	103½	102	101½	102½	104½	101½	100½	102½	103½	103½	103
Chicago	54½	53½	52½	52½	53½	54½	55½	53½	52½	54½	55½	55½	55½
Kansas City	47½	46½	45½	46½	47½	48½	50½	47½	47½	47½	49½	50	50½
St. Louis	53½	52	50½	51½	52½	52½	54½	52½	52	52½	54	53½	54½
Milwaukee	54½	53½	52	52½	53½	54½	55½	53½	53½	54½	55½	55½	55½
DECEMBER OATS.													
Chicago	34½	33½	33	32½	33½	33½	34	33½	33½	33½	34½	34½	34½
Kansas City	33½	33½	33½	32	32½	32½	32½	32	32	32	32½	32½	32½
St. Louis*	31½	31½	30½	30½	30½	31	31½	31½	31	30½	32	31½	32
Minneapolis	29½	29½	28½	27½	28½	28½	29½	28½	28½	29	29½	29½	29½
Winnipeg	38½	37½	37	36½	37½	37½	38	37½	37½	37½	38½	38½	38
Milwaukee	34½	33½	33	32½	33½	33½	34	33½	33	33½	34½	34½	34½
DECEMBER RYE.													
Chicago	73½	73	72½	70½	73½	70½	71½	70½	70½	70½	70½	71	70½
Minneapolis	66½	65½	65½	64½	63½	63	63½	63½	62½	63½	63½	63½	63½
Duluth	69½	68½	68½	67	66	65½	66	65½	65½	65½	65½	65½	66½
Winnipeg	68	67	66½	65½	65½	65½	65½	65½	65	65	65½	65½	65
DECEMBER BARLEY.													
Chicago	54½	53½	53½	50	51	51½	52½	52	51	51	51	52	52
Minneapolis*	47½	46½	45½	43½	43½	43½	44½	43½	43½	43½	43½	43½	43½
Winnipeg	51½	50½	49½	49½	50	50	50½	50	49½	49½	50½	50½	50½

\*Sept. Future.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Stony Plain, Alta., Aug. 3.—The crop here is about 50% of normal. The past month was the driest in the history of the country.—G. Schreeves.

### ILLINOIS.

Mansfield, Ill., Aug. 10.—Wheat crop is averaging 20 bus. to the acre, oats from 15 to 40 bus., testing from 19 to 32 pounds to the bushel. Corn condition is 90% of normal.—M. C. Simpson.

Sauemin, Ill., Aug. 10.—Our oats crop is turning out better than expected. Yields are about 35 to 45 bus. per acre. Some of our winter wheat made as high as 37 bus. and others around 23 to 25 bus. on an average, all of good quality. Corn crop is doing nicely.—Sauemin Elevator Co.

Springfield, Ill., Aug. 23.—The week was hot, with scattered local showers. Moisture was below requirements. Corn made good progress generally in the northern counties, but needs rain in places. In the central and southern divisions the condition varies from good to badly damaged. It is firing in many localities. Most areas need soaking rains. Threshing about completed. Plowing was delayed in most areas by the hard, dry condition of the soil.—Clarence J. Root, meteorologist.

Springfield, Ill., Aug. 19.—High temperatures have been the rule, and except for some light rains, mostly in a few southern counties, the past week has continued adversely dry for plant growth. A good soaking rain is badly needed generally for corn and other growing crops, also to check insect activities and to put the soil in shape for plowing. The state corn prospect continues up to average but has been shortened somewhat by drought of late. Reports continue favorable from the northern area, but considerable firing is reported in the southern, and moderate firing in the central areas. Growth is rather uneven. Early fields are promising as a rule, but drought and chinch bugs are increasing the handicap of late fields in the central and southern counties. Winter wheat thrashing is practically completed. The market movement has fallen off some recently due to the car situation and decline in price. The thrashing of spring sown small grains has continued under favorable conditions and is now well advanced in the north. The outlook for these crops is little changed from the Aug. 1 estimate.—A. J. Surratt, Agricultural Statistician.

Chicago, Ill., Aug. 19.—The great grain belt (Ill., Ind., Ohio, Wis., Ia., Mo., Kan., Neb., Minn., S. D. and N. D.) has been drier for the past week than for some time. Most of the belt needs rain, and some sections need it badly. Temperature conditions have been more favorable for corn than heretofore. There has been considerable warm weather throughout this belt, and where there was sufficient moisture this has been very beneficial. On the other hand, the more northwesterly of this group of states comprising the states of Iowa, Minnesota, Northern Nebraska, South Dakota and North Dakota, have made exceptionally good progress, and taken as a whole, crops look better in these states than they have for a number of years. Wheat thrashing is proceeding rapidly, and yields all over these states range from three to forty-five bushel per acre; the larger yields being obtained in the more favored localities of the heavy producing states. The corn crop throughout this territory is looking exceptionally well, although there are many spotted localities. The crop as a whole, needs a good rain to cause the ears to fill well. If nothing unforeseen occurs, this year promises to be a banner year in the grain belt. These states rank as follows: Illinois still good. Indiana well up to average. Ohio still up to average. Michigan good. Wisconsin good. Iowa good. Missouri average. Kansas good. Nebraska good. Minnesota good. South Dakota very good. North Dakota very good.—F. Baackes, v. p. American Steel & Wire Co.

### INDIANA.

Wakarusa, Ind., Aug. 20.—Crops look good on clay lands, but drouth has hit the corn hard on sandy soil.—D. M. Firestone.

### IOWA.

Thompson, Ia., Aug. 16.—Grain is of small yield here, but quality is excellent.—Farmers Co-op. Elevator Co.

Laurens, Ia., Aug. 15.—Crops are good. Weather is very hot which is needed for corn.—Farmers Elevator Co.

Stanton, Ia., Aug. 16.—Wheat is good, oats fair and corn looks like it is going to make a big crop.—Farmers Grain & Live Stock Co.

Superior, Ia., Aug. 17.—Crops looking very good. Oats yielding from 37 to 60 bus. per acre, all good weight.—H. Lathrop, mgr. Farmers Elevator Co.

Dike, Ia., Aug. 17.—Crops are looking fine. With three weeks of good weather corn will be out of danger. Oats are averaging 45 to 50 bus. per acre with good quality.—L. Christenson.

Milwaukee, Wis., Aug. 16.—Iowa barley reports indicate an increase in production, due to larger yield. The acreage is the same as last year. Quality is fairly good, ranging from plump to medium weight, mostly medium, with very little light weight barley. Some damage was caused by hot and dry weather, but no unsoundness resulted. Color is mostly discolored, but little badly so, and some good color. Yield per acre is estimated at 12 to 45 bus. per acre, with an average of 30, or 5½ bus. more than the 1921 crop and 2 bus. more than the 1920 crop.—E. P. Bacon Co.

Des Moines, Ia., Aug. 22.—The warmest week of the season with ample to copious rains over most of the state and sunshine above normal made an unusual meteorological medley beneficial to corn and most other crops. Most of the rain fell Monday morning, the 21st. Temperatures were high in the 90's on several afternoons. Soil moisture is now generally sufficient to mature the corn crop, but two weeks of hot weather are needed. The earliest corn is past the roasting ear stage and some is nearly ready for the silo, but much is yet in the milk. Shock threshing is about finished in most sections of the state. Yields are unusually variable but will average good, except oats in the west-central and northwest portions of the state. Third cutting of alfalfa and second cutting of medium red clover was pushed rapidly. The heat and sunshine of the early part of the week cured the crop nicely. Late reports from timothy threshing indicate good yields. Second crop clover blossoms are full of seed and a good seed crop is indicated. Some first crop clover threshed for seed has yielded well. Recent rains have aided plowing. Further reports of increased acreage to be seeded to fall wheat have been received.—Chas. D. Reed, meteorologist.

### KANSAS.

Oneida, Kan., Aug. 18.—Corn is needful of rain. Some fields have fired two and three feet high.—B. E. Stratton, Derby Grain Co.

Mankato, Kan., Aug. 10.—Practically no wheat raised in Jewell County this year. The car shortage is beginning to be very noticeable, but does not cause so much inconvenience since the wheat crop is short. Most of what we have to ship is corn and barley.—C. C. Bishop, mgr. Jewell County Farmers Union Co-op. Ass'n.

Hutchinson, Kan., Aug. 23.—Several days of excessive heat, with continued dry weather, have had a harmful effect on corn in southwestern Kansas. Late fields have suffered most, as much of the early corn is far enough advanced that it will make a fair crop even with unfavorable conditions now. Kafir, milo and cane have been held back, but these crops are more drouth resistant and will revive satisfactorily if moisture is received within a reasonable time.—L.

### MARYLAND.

Washington, D. C., Aug. 19.—Small grains are still being threshed in the east as far south as the Chesapeake Bay, but the bulk of the wheat threshing is finished south of the Great Lakes. Unsatisfactory yields are reported in the Ohio Valley with quality only fair. In the Dakotas fair weather has favored harvest of small spring grains and in Montana of winter grains. Threshing returns in that state show a high quality

of rye and in South Dakota the quality of the spring wheat is good so far, with relatively light rust damage. Threshing has been delayed by rains in Iowa and Nebraska. Threshing of wheat is practically completed in Oklahoma and a very low yield is indicated. Wheat harvest is nearing completion in Utah and Wyoming, is well under way in Idaho and the harvesting of barley and oats progressing. Considerable oats will be cut for hay in Wyoming. In California the harvest of the grain crop has been completed with good yields. In Washington and Oregon winter wheat is mostly harvested, spring wheat and oats in those states are too far advanced to be benefited by recent rains and production may be about half of the normal. Plowing for fall seeding is in progress in Virginia and the western part of the corn belt but has been hindered by a hard, dry soil near the Ohio River. Movement of wheat to market has been slowed up in both Kansas and Missouri and in Kansas considerable grain is going into the stack on account of low prices.—U. S. Dept. of Agriculture.

### MINNESOTA.

Le Sueur, Minn., Aug. 11.—Our crops are all harvested. Wheat is yielding from 10 to 20 bus. per acre. Rye is yielding 15 bus. to the acre and corn is just about 40% in today.—Wierwill Bros.

Lafayette, Minn., Aug. 17.—Rye is a very good crop, wheat is a small crop, but good quality and oats and barley are good. Corn crop will be light on account of dry weather.—S. Swenson, agt. Great Western Grain Co.

Stillwater, Minn., Aug. 23.—Quality of grain here is good, but yield is only fair. Wheat yielding 17 bus. to acre, oats 40 bus., barley 40 bus. and rye 18 bus. Corn growing well.—Stillwater Market Co.

Owatonna, Minn., Aug. 16.—The crops are very good in this section. Rye yielding from 25 to 35 bus. per acre, oats 50 to 80 bus., barley 30 to 45 and flax 12 to 20.—Owatonna Farmers Elevator and Mercantile Co., Norman Johnson, mgr.

Milwaukee, Wis., Aug. 16.—Minnesota barley reports indicate an increase in production, due to larger yield. The acreage is about the same. Quality is good, the berry ranging from plump to medium, with very little light weight. Some damage was caused by hot and dry weather, but no unsoundness resulted. Color is fair. Yield per acre is estimated at 15 to 45 bus. with an average of 27½ bus., or about 5½ bus. more than the 1921 crop and almost 2 bus. more than the 1920 crop.—E. P. Bacon Co.

Minneapolis, Minn., Aug. 23, 1922.—The Northwest has experienced some very hot and dry weather during the past two weeks, and the corn crop in Minn. and S. Dak. has been damaged to some extent. Recent rains, however, may be of benefit. In N. Dak. the heat has forced corn much faster than was expected. Probably a larger percentage of it will mature, than was anticipated earlier in the season. There is still about 25% of the late wheat to be cut in eastern Montana and the western districts of N. Dak. The threshing of wheat is progressing rather slowly. Many farmers are not satisfied with the present prices and are not making any effort to hurry threshing. There has been considerable complaint, especially in N. Dak., on the high cost of threshing in comparison with the low prices of grain. Farmers are paying from 12 to 14c a bushel for threshing wheat and rye, 8 to 10c for oats and barley and about 18c for flax. There is an unusually heavy mixture of wild oats and seed in the new wheat, some of this dockage running as high as 50%. Indications point to a very satisfactory crop of oats in N. Dak., both as to quality and yield. In S. Dak. and Minn. oats and barley are of good quality, but the yield somewhat disappointing. Many country elevators are now filled with grain, which can not be moved because of the railroad situation. Unless this condition improves many elevators will be forced to stop buying, and farmers will be compelled to hold their wheat in store, until it can be moved to the terminal markets and sold. We have made many inquiries as to the threshing returns of flax. Most of the estimates show from 8 to 10 bushels to the acre, altho there are some instances where the yields have been considerably higher. In western N. Dak. the heat has probably not done a great amount of damage to the late flax, but in the eastern territory it has been hurt to some extent. There are also reports of damage to the late flax by grasshoppers in the western sections.—The Van Dusen Harrington Co.



## MISSOURI.

Kansas City, Mo., Aug. 23.—Texas and parts of Okla. and southwestern Kan. are suffering from a severe drought.—B. C. Christopher & Co.

Booneville, Mo., Aug. 18.—Summer plowing is progressing nicely in this section and indications are that a normal acreage of wheat will be sown this fall.—Booneville Mills Co.

## MONTANA.

Jefferson Island, Mont., Aug. 17.—Crops around this place are very good this year. The wheat will run largely to spring Marquis.—John P. Gary, mgr. Gary Hay & Grain Co.

## NEBRASKA.

Superior, Neb., Aug. 14.—Barring an early frost, a large corn crop seems to be assured. More cattle feeding than usual will be done.—Scouler-Bishop Co.

St. Libory, Neb., Aug. 16.—Weather is very dry here, farmers having had to stop plowing account of dryness. Corn is beginning to show effects of dryness, as we have had no rain since July 14.—Wm. Morris, mgr. Union Grain Co.

## NEW MEXICO.

Clovis, N. M., Aug. 12.—The wheat crop was very light this year, not over 15% of normal. Rain is badly needed for kafir, milo and corn crops.—Robert Stone Grain Co.

## NORTH DAKOTA.

Hannaford, N. D., Aug. 18.—Crops fair here this year.—L. E. Olson, agt. Woodworth Elevator Co.

## OKLAHOMA.

Eldorado, Okla., Aug. 21.—We had a light crop here last year and a total failure this year.—U. G. Nighswonger Grain Co.

## SOUTH DAKOTA.

White, S. D., Aug. 17.—Oats are yielding about 35 bus. to the acre, very good grade and testing from 33 to 38 pounds to the bu. Barley is yielding 20 to 30 bus. and test 42 to 48 lbs.; rye 12 to 25 bus. and testing 56 to 60 pounds to the bu. Corn has looked good up to the last few days, but is now suffering for rain.—J. E. Ruddy, mgr. Farmers Elevator Co.

Milwaukee, Wis., Aug. 16.—South Dakota barley reports indicate an increase in production, due to larger yield, altho acreage is slightly less. Quality is uniformly good, the berry ranging from plump to medium, mostly plump, with a scattering of light weight. Some damage due to hot and dry weather and some by wet, but no unsoundness reported. Color is variable. Acreage is about 1% less than last year. Yield per acre is estimated at 8 to 40 bus., with an average of 24 bus., or almost 4 bus. more than the 1921 crop and about ½ bus. less than the 1920 crop.—E. P. Bacon Co.

## TEXAS.

Chicago, Ill., Aug. 17.—In the Panhandle of Texas section no rain has fallen, except on Aug. 5, and a half inch fell at Alanreed to Tucumcari. Heavy damages have been reported to growing crops due to hot, dry weather, and production will be reduced about 50 per cent. Maize and kafir corn in fair condition, but Indian corn practically burned up, and about 20 per cent of normal crop expected. Some wheat still being harvested. Oats harvesting completed, with poor production. Corn doing fairly well, having been benefited by recent rains, but more rain is needed. In western central, northern and northwestern sections light to heavy showers prevailed. Threshing of wheat and oats completed, showing light yields, due to drouth. In eastern central and northern central sections corn crop has matured and is being gathered, with yield averaging about 28 bus. per acre. In southwest Texas a large crop of corn has been made and is ready for harvesting. Harvesting of rice in Matagorda County and El Campo District now in progress and a good yield expected. Crop in southeast Texas, while backward, looks good. Corn has suffered from hot weather, and rain is badly needed for late planted crop.—S. H. Johnson, v. p. C. R. I. & P. R. R.

## VIRGINIA.

Weyers Cave, Va., Aug. 18.—The wheat crop is very large, but it is of poor grade.—Farmers Milling Co., Inc.

## WISCONSIN.

Milwaukee, Wis., Aug. 16.—Wisconsin barley reports indicate an increase in production, compared with last year, due to larger yield. The acreage is about the same. Quality is good, but

berry ranging from medium to plump, and very little unsoundness. Color is fair. Yield per acre ranges from 18 to 50 bus. and an average of 31½ bus., or close to 10 bus. more than the 1921 crop, and 1 bu. less than the 1920 crop.—E. P. Bacon Co.

## The Tariff Bill as it Passed the Senate.

The Senate by a vote of 45 to 26 on Aug. 19 passed the tariff bill.

The following figures show the duties assessed by the bill as pertaining to the grain trade:

Barley, hulled or unhulled, 20c a bu.; barley malt, 40c a bu.; compared with 25c as now effective; pearl barley, patented barley and barley flour, 2c; compared with 1c now in effect. Buckwheat, hulled or unhulled, 10c cwt.; flour, grits or groats, ½c; corn or maize, including cracked corn, 20c a bu.; grits, meal, flour, etc., 30c cwt.; oats, 15c a bu.; compared with 6c now in effect; unhulled ground oats, 45c cwt.; oatmeal, rolled oats, oat grits, 90c cwt.; compared with 30c now in effect; paddy or rough rice, 1c, brown rice, 1¼c, milled rice (bran removed), 2c, broken rice, rice meal and flour, polish and bran, ½c; compared with ¼c now in effect; rye, 15c a bu.; rye flour and meal, 45c cwt.; wheat, 30c a bu.; compared with 35c now in effect; wheat flour, semolina, crushed or cracked wheat, etc., 78c cwt.; bran shorts and by-products feeds obtained from cereal milling, 10%; oats, barley, buckwheat and other hulls, 10c cwt.; dried beet pulp, \$5 per ton; mixed feeds, 15%; wheat, flaxseed and other seed or grain scrapings, chaff or scourings, ground or unground, 10%, when foreign matter dutiable at higher rate present to extent of more than 5%, dutiable at corresponding higher rate.

Oil-bearing seeds and materials command the following duties: castor beans, ½c; compared with 15c a bu. now in effect; flaxseed, 40c a bu.; compared with 20c now in effect; poppy seed, 32c cwt.; compared with 15c now in effect; sunflower seed, 2c; soya beans, 4c; cotton seed, 1/3c.

Grass seeds have duties as follows: alfalfa, 4c; alsike clover, 4c; crimson clover, 1c; red clover, 4c; white clover, 3c; millet, 1c; timothy, 2c; hairy vetch, 1c; spring vetch, 1c; all other grass seeds, 2c. No allowance is made for dirt or other impurities.

Hay will have a duty of \$4 a ton compared with \$2 now in effect, and straw will be \$1.50 a ton, compared with 50c now effective.

In the list of duty-free items are given chick peas, cowpeas and sugar beet seeds, as well as oil cake and oil cake meal.

From the Senate the bill goes to the House, and then to conference or to the Ways and Means Com'te.

A PROCESS for treating grain which has germinated or fermented, in order to make it suitable for milling and to overcome the tendency for the flour made from certain grain to go sour, has been patented by a Czecho-Slovak chemist, M. Weber, according to *Chimie et Industrie*. Solutions of soda, salt and alum are used.

WHEAT market fails to hold the bulges. Buying power is lacking. What will stimulate interest? In the first place the foreign financial situation must be taken care of. Germany is broke. Marks are worthless. France refuses to take any chances with her ancient enemy. England would like to see conditions changed, but France is the stumbling block. We produce a surplus of grains. We must find foreign buyers. Prices are subject to the supreme law of supply and demand. We have the supply, but most of our customers are broke. The outlook for a higher market looks very faint. Financial interests may be compelled to take hold of the grain markets. War Finance Board has tentatively approved plans of loans of \$104,000,000 to the Northwest. If rail strike is settled soon, markets may be flooded with wheat and unless an export demand develops we will see wheat under \$1.00 for some time to come.—The C. A. King & Co.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Wakarusa, Ind., Aug. 20.—Grain is moving slowly.—D. M. Firestone.

Oneida, Kan., Aug. 18.—No grain moving from farms.—B. E. Stratton, Derby Grain Co.

Canton, Okla., Aug. 16.—The movement of grain from farms is slow.—Kell Milling Co.

Thompson, Ia., Aug. 16.—Movement of grain is normal here.—Farmers Co-op. Elevator Co.

Weyers Cave, Va., Aug. 18.—Movement of grain here is above normal.—Farmers Milling Co., Inc.

Haviland, Kan., Aug. 9.—Car shortage is hindering the movement of grain here.—The Farmers Co-op. Co.

Denton, Mont.—It is expected that this station will handle 800,000 bus. of grain this year.—W. H. Gallup.

Dike, Ia., Aug. 17.—About 10% of the oats is marketed, but are unable to get cars to ship.—L. Christenson.

Stanton, Ia., Aug. 16.—Lots of grain to move at present, but very few cars to be had.—Farmers Grain & Live Stock Co.

Lafayette, Minn., Aug. 17.—Grain has come in rather freely for this time of the year.—S. Swenson, agt. Great Western Grain Co.

Clearbrook, Minn., Aug. 19.—Receipts of grain are liberal and threshing is half finished.—Albert Henderson, Farmers Co-op. Produce Ass'n.

Port Arthur, Tex.—During July there were shipped out of this port 284,000 bus. of wheat, compared with 450,000 bus. in July, 1921. No corn or rye was handled.

Texas City, Tex.—During July there were shipped out of this port 48,000 bus. of wheat, compared with 616,666 bus. in July last year. No corn or rye was handled.

Duluth, Minn., Aug. 16.—This market received 475 cars of rye today, probably a record for receipts of rye in any one market for one day.—Hulburd, Warren & Chandler, Chicago, Ill.

Cope Siding, (Green Valley p. o.), Ill., Aug. 22.—We are handling about 120,000 bus. wheat this crop and farmers are holding back about 25% of the full crop.—Farmers Grain & Coal Co.

Ashland, Kan., Aug. 18.—Movement of grain being delayed by scarcity of cars. Farmers will not sell at less than \$1 per bu. for wheat, and in our opinion they are absolutely right.—Wallingford Bros.

Eagle City, Okla., Aug. 19.—Thirty-five cars of new wheat have been shipped from this place. Wheat is being held by farmers who are able to do so, until April or May.—Robt. Swagerty, mgr. Oklahoma City Mill & Elevator Co.

Owatonna, Minn., Aug. 16.—Plenty of cars are available at present, but as farmers are dissatisfied with present prices, we cannot market the grain as they are storing it on farms.—Norman Johnson, mgr. Owatonna Farmers Elevator & Mercantile Co.

Saskatoon, Sask., Aug. 19.—A wagon load of wheat, No. 1 northern, was received Aug. 18 by the Inter-Provincial Flour Mills Co. This is the first wheat of the year and was harvested on a farm southeast of here. The first wheat last year came in about Sept. 1.

Toledo, O., Aug. 24.—Reports indicate that the big movement of winter wheat from Ohio and Indiana is over. We have talked to many interior dealers and they say they will not have any more wheat to ship on this crop. Oats crop in Ohio and Indiana was short and the movement small.—C. A. King & Co.

NEW ORLEANS  
THERE'LL BE A HOT TIME AT  
NEW ORLEANS



## Conference on Proposed Rules to Regulate Application of Proportional Rates on Grain.

E. B. Boyd, chairman of the Western Trunk Line Comite, held a conference in the Transportation Building at Chicago, Ill., Aug. 23, with representatives of the shippers and traffic men interested in the proposed rules and regulations to govern the application of proportional or reshipping rates on grain, seeds and their products.

Mr. Boyd explained that the new policing was due to the enforcement by the Interstate Commerce Commission of the rule that the rates applicable to any movement of freight was the rate in effect when the car was loaded at the country station point of origin. He said there might be a year's transit allowed at Sioux City, a year at St. Louis, a year at Cairo and a year at Memphis, all on the same shipment, making the final rate traceable back 4 years to the time when the billing originated in the country. He said the Commission had indicated a desire for uniformity and the Commission was not going to make one rule for the east and another rule for the west. "We have no rules west of the Missouri River and we are going to put them in. This all develops from a rule the Commissioners put in themselves."

The discussion had not proceeded far before it developed that there were fundamental differences in the positions of the carriers and the shippers at terminal markets that seem irreconcilable.

The carriers' position is that it is unreasonable to go back four years for the rate. Their position is stated in the following rule on the time limit, revised at their conference of July 12:

These rates will not apply on commodities which have been stopped, rehandled, stored, blended or mixed, reshipped or manufactured, unless reforwarded within one year from the date the inbound commodity left point of origin (other than those named in item indicated by expense bills to be surrendered as per rule 6, Tariff No. —). If reforwarded after the time limit prescribed herein has expired, local rates will apply.

The grain men present wanted to have the rules left as they were.

A. J. Versen, chief clerk of the traffic department of the St. Louis Merchants Exchange, declared the rules proposed to be impossible.

The argument against the proposition made by several of the grain dealers representing the terminal markets was that a buyer in a terminal market could not do business as he could not resell without having uniformly one year's time on the outward billing, the same as now granted by the Central Freight Ass'n, allowing one year after unloading into a transit house.

Under the proposed limit of one year from time of loading in the country a dealer at St. Louis buying from another market would not know whether part or nearly all of the time had already been used before he received the shipment. If 11 months and 15 days had already expired he would have only 15 days in which to bill it out at the original rate, and if the grain was slow in getting in he might have no time at all. Millers and consumers would not buy of the terminal markets such as St. Louis, the dealers present said, and would be forced to cut out St. Louis and buy from the country elevator direct.

Among those present were J. S. Brown, mgr. Transportation Department Chicago Board of Trade; A. J. Versen, T. G. Walton, traffic mgr. National Oats Co., J. A. Hanson, traffic mgr. Alfocorn Milling Co., all of St. Louis; A. B. Ayer, traffic mgr. Cream of Wheat Co., Minneapolis, Minn.; F. S. Keiser, traffic mgr. Duluth Board of Trade; C. V. Topping, sec'y Southwestern Millers League, Kansas City; L. E. Banta, traffic mgr. Indianapolis Board of Trade; Ray Williams, traffic mgr. Cairo Board of Trade; and J. B. McGinnis, commissioner Merchants Exchange, Memphis, Tenn.

The Minneapolis Chamber of Commerce was not officially represented, and it is said Minneapolis will have a plan of its own to present. H. A. Feltus of the Van Dusen-Harrington Co. spoke for his own and affiliated companies.

The session continued until about 6:30 p. m., and on Aug. 24 the carriers held a session of their own, which will be followed later at a date to be announced by another conference with shippers.

MEXICAN BEANS are again being shipped into the United States, several carloads being received, the first since March, 1920, when exportation of this product was stopped. The cars came from Chihuahua, and it is probable that more will follow if prevailing low prices f. o. b. Chihuahua continue.

Varieties of wheat to the number of 3,000 have been collected and planted in an experimental field at Savigliano, Italy, by Sig. Vincenzo Stevano. The varieties came from all countries in Europe, Africa and America and many of the plants quickly became acclimatized and produced fine grain. Results obtained

from some of the foreign varieties show that if they were brot to Italy and acclimated, the results would be beyond all expectations.

The scarcity of yearlings and two year old horses is very evident in Iowa and Illinois. I look for the better class of farmers to take hold of the matter strongly this year, says J. J. Searcy. In 1902 to 1907, there was a similar scarcity of young stuff, and a very profitable plan was tried out. These farmers in Iowa, Illinois, Missouri, etc., with plenty of grain for feed, in response to the demand for work stock, shipped in good promising yearlings and two year olds from western ranches. They picked stuff carrying two crosses of draft blood, with possibilities for first class development, and on the abundant feed which corn belt farms provide, they grow out this young stuff into excellent horses of 1,200 to 1,600 pounds and more. Today there are yearlings and two year olds carrying three or four crosses of pure draft blood, available on western ranches, which farmers will probably be able to buy this fall very cheaply,—say \$35 to \$50. This is less than what they would have to spend to produce and rear colts to two years of age on corn belt farms.

## Program New Orleans Meeting of G. D. N. A.

WEDNESDAY, OCT. 4, 9:30 A. M.

Address—Fairfax Harrison, President of the Southern Railway System.

Address—"Soapbox" Jack O'Brien, Toledo, Ohio.

Feed Products Committee—E. C. Dreyer, chairman, St. Louis, Mo. Mr. Dreyer will present to the general convention for its adoption the changes made in the feed rules at the group meeting of feed dealers.

Arbitration Appeals Committee—Elmer Hutchinson, chairman, Arlington, Ind.

Arbitration Committee No. 1—C. D. Sturtevant, chairman, Omaha, Neb.

Arbitration Committee No. 2—F. B. Bell, chairman, Milwaukee, Wis.

Arbitration Committee No. 3—S. L. Rice, chairman, Metamora, O.

Arbitration Committee No. 4—E. W. Crouch, chairman, McGregor, Tex.

Arbitration Committee No. 5—H. C. Gamage, chairman, Kansas City.

Arbitration Committee No. 6—I. C. Sanford, chairman, Portland, Ore.

Feed Arbitration Committee—J. H. Caldwell, chairman, St. Louis.

WEDNESDAY, OCT. 4, 1:30 P. M.

Milling and Grain Joint Committee—Frank Kell, chairman, Wichita Falls, Texas.

Merchant Marine—C. B. Fox, chairman, New Orleans, La.

Crop Reports—E. J. Smiley, chairman, Topeka, Kan.

International Relations—W. B. Bashaw, chairman, Montreal, Canada.

Hay and Grain Joint Committee—W. I. Biles, chairman, Saginaw, Mich.

Unfinished Business.

Election and installation of officers. Adjournment.

## ENTERTAINMENT.

Tuesday afternoon, Oct. 3, ladies and gentlemen will make a harbor trip on an old style Mississippi River steamboat. On this trip everyone will be given an opportunity to view the whole harbor, see the magnitude of the port and inspect the port facilities. Refreshments will be served and there will be dancing on board. Music will be supplied by a celebrated colored band which specializes in old Southern melodies.

Monday night, Oct. 2, for the ladies—Theatre party.

Tuesday morning, Oct. 3—Automobile trip in private cars around the city with a luncheon at the Country Club.

Tuesday night, Oct. 3—Theatre party for the ladies.

Wednesday morning, Oct. 4—Walking trip for the ladies through the French quarter and historical section of the old city.

Monday night, Oct. 2, for the men—Boxing exhibition at one of the local arenas.

Tuesday night, Oct. 3—Smoker on the floor of the Board of Trade Building.

The 26th annual convention of the Grain Dealers National Ass'n will be held at New Orleans, La., Monday, Tuesday and Wednesday, Oct. 2, 3 and 4, at the Grunewald Hotel. The program is as follows:

MONDAY, OCT. 2, 9:30 O'CLOCK.

Call to order by the President.

Congregational singing, led by J. R. Murrel, Jr., of Cedar Rapids, Ia. Each session of the convention will be opened by a few minutes of congregational singing led by Mr. Murrel. This is merely to promote good fellowship and start each session off with animation. Patriotic and popular songs will be sung.

Invocation.

Address of welcome on behalf of the City of New Orleans—Hon. Andrew J. McShane, Mayor.

Address of welcome on behalf of the state of Louisiana—Hon. John M. Parker, Governor of Louisiana.

Address of welcome on behalf of the New Orleans Board of Trade—Thomas F. Cunningham, President.

Response on behalf of the Grain Trade—F. G. Horner, Lawrenceville, Ill.

President's Annual Address—B. E. Clement, Waco, Tex.

Report of the Secretary-Treasurer—Charles Quinn, Toledo, Ohio.

MONDAY, 1:30 P. M.

Address—"A Prussianized State"—Hon. A. O. Stanley, United States Senator from Kentucky.

Note.—A group meeting of feed dealers to discuss proposed changes in the feed rules will be held immediately following the address of Senator Stanley.

Transportation—Henry L. Goemann, chairman, Mansfield, Ohio.

Telephone and Telegraph Service—F. G. Horner, chairman, Lawrenceville, Ill.

Uniform Grades—W. S. Washer, chairman, St. Joseph, Mo.

Committee on Rejected Applications—D. M. Cash, chairman, Mansfield, Ohio.

TUESDAY, OCT. 3, 9:30 A. M.

Address—Hon. Mark W. Potter, Interstate Commerce Commissioner, Washington, D. C.

Legislation—A. E. Reynolds, chairman, Crawfordsville, Ind.

Address—Dr. H. C. Taylor, chief of the Bureau of Agricultural Economics, Washington, D. C.

Trade Rules—F. E. Watkins, chairman, Cleveland, Ohio.

Membership—E. F. Huber, chairman, Minneapolis, Minn.

Presentation of booster prizes.

TUESDAY AFTERNOON.

There will be no afternoon session of the convention on Tuesday, Oct. 3. Those attending the convention will be taken for a boat ride around the harbor in a passenger steamer chartered for the trip. There will be music and dancing on board.



# Wasteful Methods in Vogue at Country Stations

By TRAVELER

The number of scoopers who repeatedly attempt to ship grain from country stations is so small when compared with the 26,000 dealers who have elevators and warehouses equipped with machinery for the economical preparation of grain for market, that the advisability of attempting to market the farmers' grain without providing modern mechanical facilities for doing it would not seem debatable. The country grain dealer who has a large volume of grain to handle surely could not afford to attempt to do business without an elevator equipped with modern facilities.

Now and then one finds a scooper loading different kinds of grain and depending on wagon scale weights for the amount loaded, but these transient shippers seldom last long at any one station. Even though they are able to pay the farmer for the grain delivered the returns from their shipments do not bring them sufficient profits to pay their living expenses, so they soon go to work for someone else or engage in other lines.

When one takes in consideration the fixed over-head charges confronting every elevator operator it is easy to determine that if he is to attain any degree of success he must compute closely all the fixed charges as well as allow for many unexpected losses which at unexpected intervals absorb a large percentage of his prospective profits. Every elevator man knows how much he has invested in elevator facilities and he can easily figure the interest at 6% which he is fully entitled to as one of the first fixed charges. In fairness to his business he should buy insurance against fire, tornado, theft, and riot. Having an established place of business he will be called upon to pay taxes and license fees. Then he must provide for depreciation and repairs on his property and in order to obtain the maximum amount of grain to handle he must keep the elevator open every business day of the year and pay the regular wages to his help. If he employs competent, efficient men to help him in the work of preparing grain for market, and in loading it for shipment, he will of course gain much by proper classification, and cleaning and he will not lose pounds where the scooper loses bushels.

Recently at Muscatine, Iowa, I saw a number of wagons hauling corn through the streets to a side track where was located an old style, worn out sheller. Following the line of ear corn along the street I came to an unprotected wagon scale where the wagons were weighed before and after unloading. On down the track were a couple of cars beside one of which was the sheller, run by a gasoline tractor. All wagons were backed up to a large trough at the bottom of which was a drag chain. This was so arranged that four or even five wagons could unload at one and the same time. The drag chains delivered much of the ear-corn to the receiving sink adjacent to the sheller and from this sink the grain was elevated to the sheller. As the pit was small the over-flowing ear-corn frequently fell to the ground. At the time the photograph reproduced herewith was taken probably ten or twelve bushels were piled up about the sink. All this required re-handling and corn was not improved by the dirt it accumulated.

The sheller made a brave effort to blow the husks into a pile by themselves, to deliver the cobs into an adjacent wagon box and to spout the corn into the car, where several men were occupied in shoveling the grain of various grades back into the ends of the car. It was slow and dirty work, but that was not all. Grain was wasted at each operation by men

who had little experience in conserving grain and little care in protecting it. So I was led to believe that the blunder and mistakes of inexperienced helpers in scooping, mixing and loading grain could be depended upon to wipe out any profits which the shipper might have expected to realize from handling the grain.

The inability of the shipper to determine the correct weight of grain loaded or to collect for grain lost from car in transit would be a most discouraging factor to any grain dealer who had been accustomed to the more exact methods, obtainable from handling grain through an elevator.

The growers of good grain who permit their product to be marketed in this sloppy manner must expect to accept the poorest grade on the entire load, because the scooper cannot classify his shipments according to quality. The shiftless farmer who grows grain of indifferent quality loses little by marketing his product through a scooper, although he might realize a better price from the regular elevator man who is equipped to clean and care for the grain until a favorable market is obtainable.

The scooper must ship the grain immediately and must also pay demurrage for the delay of cars during the period devoted to shelling and loading. In as much as Muscatine has a bridge across the Mississippi river it should have enough grain to draw from both sides of the river to justify the provision of a first class modern elevator to store and properly prepare grain for market.

The wastefulness of primeval methods never

made for certain profits. And how men living in this day and age can be content to continue methods that have long since been abandoned at most stations is beyond me. I surely would not undertake to recommend or defend such expensive methods.

BEAN MILLS at Dairen, Manchuria, according to Consul J. F. Ballantine at Dairen, are in difficulties. Half of the 63 mills have already suspended work and the other half are operating under low pressure. The difficulties are due to the low price received for their products of bean cake and oil.

## A Lesson from U. S. Grain Growers.

U. S. Grain Growers, Inc., is being reorganized, with E. H. Cunningham, secretary of the Iowa Farm Bureau Federation, as its president. Mr. Cunningham will have a big salvaging job. Overhead expense of organization and lax business methods seem to have been responsible for the report of \$109,315 assets, \$394,582 liabilities, or \$285,277 deficit, which represents the present condition of this much-touted co-operative movement. What can be saved from the wreckage remains to be seen.

Co-operation between farmers is a fine thing, and to be encouraged. Finding the most direct route for their products from producer to consumer is another worthy object. But it must not be forgotten that experience and acumen count for a lot in the business world, and that the farmer must go into business with his eyes open. A lot of co-operative enterprises have broken down because they were not as well managed as the private business they were intended to supplant.

A vital element in every such situation is the freedom with which men spend other people's money. When a man is in business with his own money to lose and his own fortune to make, he is apt to be a lot more conservative and careful than if he is handling other people's money.—Davenport, Ia., Democrat.



Shelling Corn Into Cars at Muscatine, Iowa.



# Meeting Michigan Ass'n at Flint

The 21st annual meeting of the Michigan Hay and Grain Ass'n was called to order at 2 o'clock, Tuesday, Aug. 22d, in the ball room of the Durant Hotel, Flint, by Pres. Harry Northway of Owosso.

F. A. Aldrich of the Dort Motor Car Co. extended a hearty welcome to the visitors, to which R. S. Bishop of Almont responded.

Pres. Northway read the report of the Board of Directors from which we take the following:

## Report of the Board of Directors.

Directly after the close of the annual meeting in Detroit a year ago a meeting of the Board of Directors was called and I was instructed to confer with T. J. Hubbard relative to making arrangements with him to act as secretary for this Ass'n for the ensuing year. Arrangements were made with Mr. Hubbard and we believe it was a very good move, as he is familiar with the work and knows what the members desire in their bulletins.

The secretary was instructed to send check to the Grain Dealers Nat'l Ass'n for \$75.00 for affiliated membership dues.

It was ordered that a County Chairman be appointed in each County for the purpose of enlarging the membership and creating new interest in the Ass'n.

**Reduced Freight Rates:** The next Board of Directors' meeting was held in Saginaw on Nov. 15, 1921, with all directors present except Wm. Francis, at which time we went on record as asking the National Hay Ass'n to institute vigorous action to secure an early reduction in freight rates. We also advised the New York State Ass'n that we were backing up the National and asked it to take similar action, as then was the time to act if anything was to be accomplished.

In September prior to this directors' meeting your officers and some of the Directors and members met in Chicago, together with the National Hay Ass'n for a hearing before the Central Freight Ass'n seeking relief from the excessive freight rates. Later F. E. Young was instructed to go to Washington to represent the Mich. Hay & Grain Ass'n for the freight reduction hearing before the I. C. Commission. Thru the efforts of the several ass'ns we were granted temporary relief Jan. 1, 1922, of a reduction of 10% which was made permanent July 1, 1922.

**Michigan shippers** are still handicapped on account of the high freight rates and it appears that the only hope for the survival of the Michigan shipper and producer is further rate reductions. We as individual shippers are powerless to obtain any relief, but grouped together as an ass'n and co-operating with the National and other state Ass'ns we may be able to get further reductions. If we do not we might as well turn our efforts to some other business.

There appears to be an abundant crop of hay all over the U. S. and Canada and with the limited demand for the same it does not warrant owning a great deal of hay no matter if the price is considered reasonable as the outlet is small and with the present high freight rates it has localized the hay business. When it costs more to ship a ton of hay than the farmer gets for growing, harvesting, baling and drawing it to market together with the dealer's expense of loading and marketing it and his reasonable margin of profit, it still makes it expensive for the buyer and feeder and with these strenuous times he is going to feed hay that is grown nearer to his market if the quality isn't quite as good, as it is the price he is looking at now-a-days.

**A County organization** was perfected among the members of our Association to increase our membership as we need the help of every hay shipper and elevator man in the State to carry on the work for which we are organized.

A mid-winter meeting was held in Saginaw on Jan. 20th which was very instructive and well attended. We have endeavored to give the members this year information of interest thru our bulletins and our Secretary has been ready at all times to give members information regarding credits, rates, routes to the best of his ability.

**Changes in Wheat Grades:** Our Secretary received notice from Henry Wallace, Secretary of Agriculture, outlining several proposed changes in the grading of wheat. He immediately took this matter up with the officers and directors and wired Sec'y Wallace a protest, as did every other Grain Organization requesting a hearing be granted before these changes were put into effect. A hearing was granted and the directors designated Mr. Thos. W. Swift of the Swift Grain Co., Detroit, to represent us, which he did very ably at the meeting in Chicago, April 10th.

A large delegation was present at the hearing that submitted convincing evidence that the changing of the grades would be of no

benefit to the producer or country elevator and that the present grades had been worked out by competent experts after years of careful study, and were now understood by the elevator man and farmer and were about as satisfactory as they could be. As a result no change was made effecting Michigan wheat, but it goes to show that we must be ever on the lookout for the presentation of legislative bills in both national and state bodies which in any way effect the business of our members.

Sec'y T. J. Hubbard, Lansing, after reading the minutes of the 1921 meeting, read the following report:

## Secretary's Report.

I will outline briefly some of the things we have endeavored to accomplish in behalf of our members during the past 12 months. While we were not able to carry out the plans in detail, which we made at the beginning of last season and send you a monthly bulletin, we did mail you six bulletins during the year. We hope to be able to get one out this season about the 15th of each month, outlining the general conditions as they exist on grain and hay in the different markets reached by Michigan shippers.

We fully realize that with the large crops of hay and grain raised this year in all producing states, competition is going to be keen in all of the markets which we will have to use for the disposal of our products. With our members still handicapped by exorbitant freight rates to eastern and southeastern markets, it will be more necessary than ever to see that all purchases of grain and hay from the producer are made at prices which will permit of a reasonable margin of profit on the turnover.

Last season there was only a small amount of hay shipped out of Michigan prior to February 1st, for the reason that we could not buy it from the farmer at a price which would permit of our meeting competition from Ohio, Indiana and New York in eastern and southeastern markets. From information which has come to me I believe that our farmers this year appreciate the situation that confronts us, and are going to show a willingness to accept prices for their hay which will permit of a uniform distribution of the crop over a ten months period, instead of five.

**On grain** we should have general discussion here today as to the prices which should be paid the producer each day on a basis of card bids, for wheat, rye, oats and barley. In the central part of the state around Alma, Ithaca, and Breckenridge, it is my understanding that they are buying rye and wheat at 8c per bushel under the daily card bids, which elevator operators in that section consider a fair and reasonable margin.

**Freight Rates:** This subject has given us more worry during the past three years than any other. I am glad to be able to report, however, that in working with the national hay and grain associations we were able to obtain a slight relief in the form of a 10% reduction in grain and hay rates both interstate and intrastate effective January 1st last. This with the abolition of the 3% war tax on freight charges effective on the same date was of material help to our shippers.

Your association participated in a hearing which was opened before the Public Utilities Commission of Michigan and a representative of the Interstate Commerce Commission, at Lansing on April 25th last, on a petition filed by the Michigan Industrial Traffic League asking that the zoning system of ascertaining freight rates, between points within the boundaries of the state and from points within the state to points in what is known as the C. F. A. territory be abolished.

In that portion of the petition covering interstate rates, we asked that what are now known as Zone A rates, that is rates named from points in southern Michigan lying south of the main line of the Michigan Central railroad, be made effective from points located in zones B, C and D. This would include all that portion of the Lower Peninsular lying south of a line drawn east and west through Gladwin and Bad Axe. If the relief requested is granted, which we hope it will be within the next four months, it will restore to our Michigan shippers of farm products, the trade from markets in southeastern states which they lost in 1919 when the zoning system was put into effect by Michigan railroads. It will also eliminate from western and northern Michigan markets the competition of Indiana and Ohio shippers of hay which we have had to contend with the past two years.

It is my understanding from a letter which I recently received from Mr. E. C. Ewing of Grand Rapids, who had charge of presenting the evidence covering the various complaints filed at the hearing, that the matter will come up before the Interstate Commerce Commission for a review of the evidence presented, some time the early part of October.

As the result of a systematic campaign

started the first of the year we succeeded in forcing the Pere Marquette railroad to cancel effective April 15th the 6c per cwt. arbitrary rate on hay and 5c arbitrary rate on grain which it has been charging on shipments moving out of the thumb territory to markets of southeastern states during the past year. This in my opinion was one of the best things we accomplished last year for our members.

**Actual Weights on Hay Tags:** As no doubt most of you are aware we have had a law in effect in Michigan since 1898, which makes it compulsory for a baler in weighing bales of hay at the time they are removed from the press, to mark on the weight tag placed under one of the wires, the actual weight of that bale at the time. I am going to enclose a copy of this law for your files, and if any of you want additional copies to give out to the balers in your territory in your effort to eliminate the give and take system of marking weights on tags, I will gladly mail them to you. I recommend that our members adopt the use of wooden weight tags on bales of hay in place of paper. Mice will destroy the paper tags on bales while in warehouses especially during the winter months.

**Tester Kettles in Buying Grain:** With Bulletin No. 6 I enclosed an extract from a circular issued by the Department of Agriculture at Washington with regard to using the proper kind of a hopper tester in buying grain. If you are now using anything but a standard 1 quart tester and filling it by any other method than that outlined in the circular, it will be money in your pocket to buy a new tester of standard make at once and follow the directions given as to filling and stroking before taking a test weight. If any of you have had trouble on shipments of wheat and rye not showing the weight test at destination which you thought they should, your trouble may be in the testing scale which you have been using at your elevator.

**Membership and Dues:** When I took over the Secretarial work of the Association about a year ago, we had a membership of 163 and there was due the Association for dues a total of \$1,561.00. During the past twelve months we have collected on this amount \$931.25, 21 members owing the association a total of \$434 for dues have been suspended under terms of the by-laws by your board of Directors. 14 members resigned and ten have gone out of business. We have taken in during the past year 23 new members and now have an active list of 128. Of this number eleven are still owing the association a total of \$126 for back dues, five for 1 year, 5 for two years and one for 3 years. If I do not succeed in getting these accounts paid by Oct. 1st they will be referred to the Board of Directors.

Pres. Raabe of the Nat'l Hay Ass'n made a short address to the dealers in which he asked affiliation with the National Ass'n, reciting the advantages to be derived from such affiliation, calling special attention to the service rendered by the traffic and freight claims departments.

H. R. White, Scotts, of the auditing committee, which also included R. S. Bishop, Almont, and S. O. Downer, Saginaw, read the following report of the treasurer which the committee had found correct and which was accepted by the members:

## FINANCIAL STATEMENT.

Receipts:  
Bal. on hand Aug. 30, 1921.....\$ 302.10  
Dues 1921-22 ..... 950.25  
1921 Convention Dinner Tickets. 90.00  
1921 Convention Boat Ride Tkts. 30.50  
Cash Discount earned..... 6.00

\$1378.85

Disbursements:  
Secretary's salary, etc.....\$1225.55

Balance on hand Aug. 22, 1922. \$153.30

Pres. Northway appointed the following to act as a nominating committee: C. R. Huston, Detroit; R. Myers, Jackson, and F. L. Young, Lansing.

The following amendments to the by-laws were proposed and accepted: Article 14, section 2, to be amended to provide: The fee for arbitration shall be \$10 for each party in the suit and \$5 to be refunded to the one to whom the award is made."

Section 2 was further amended as follows: Either party to an action before the Arbitration Committee shall have the right of appeal to the Board of Directors "by paying a fee of \$15 to cover the expense of the hearing. No refund of any portion of the amount will be made regardless of whether the board sustains a decision of the Arbitration Committee or not."

Article 2 be amended "that the secretary be elected by the Board of Directors and that the



office of Secretary and Treasurer be combined." The subject, Buying Grain on Its Merits and whether it is better to buy wheat on basis of No. 1 or No. 2 grade paying a premium for No. 1 and discount on lower grades, brought about considerable discussion.

H. L. Sturgis, Flint: I don't believe any sane grain man would buy grain except on its merits. When grain is sold, it is always sold on its merits. Many have bought grain otherwise to be good fellows and to keep in the good graces of their farmer friends, and trusting to luck that it will take a higher grading when it reaches market. I would suggest that every dealer be equipped with proper testing apparatus. We have always bought wheat on No. 2 basis, paying a premium for No. 1 and discounting below No. 2. I suggest No. 2 as a standard buying basis.

T. W. Swift, Detroit: I agree with Mr. Sturgis that grain can and should be bought on its merits. There is no incentive to the farmer who markets clean grain if he gets no more for his product than does the man who sells a grade below No. 1. Most of the wheat is being sold for export, but when there is a milling demand a greater premium may be paid for No. 1. I would suggest No. 2 as a standard basis, paying a premium for No. 1. Seventy-five per cent of the wheat sold is sold No. 2 basis.

F. E. Kelsey, Caro: I think it wise to buy wheat on a basis of No. 2. Seven or eight cents is not too much margin on which to operate. Business cannot be done profitably on a smaller margin. One of my neighbors is operating on a four-cent margin. I find it difficult to get my neighbors to agree with me on the basis of buying wheat.

R. W. Blue, Reese: We are buying on a No. 2 basis. We have been buying wheat on a margin of six cents and there is no money in it.

H. J. Hudson, Sheffield: We are paying three cents less for No. 2, but buy on a No. 1 basis.

Sec'y Hubbard: Why not quote a price eight cents below the daily card bids on wheat and rye? On a margin less than this you have nothing to play on. The dockage on wheat with which rye is mixed is very heavy.

Prof. R. H. Pettit of the Michigan Agricultural College gave an interesting talk on the Prevention and Extermination of Hessian Fly. He said in part: The hessian fly causes losses of thousands of dollars to grain growers annually. Each year great numbers of farmers have witnessed the work of this insect and are anxious to know what methods should be followed to reduce such losses. On the other hand, however, the mere fact that grain is lodged or some heads are broken over should not always be taken to mean that the fly is present. Our circular No. 49 gives in a brief manner the best known method of control; namely, by seeding at the proper time. The fly attacks wheat primarily, but also works in winter barley, rye and some grasses. It causes the straw to lodge just before harvest and also prevents the grain heads from filling properly. The work of this insect also results in the death of some of the plants in autumn and winter.

Frank Young, Lansing, read a paper on Conditions of the Hay Market from a Shipper's and Receiver's Standpoint from which we take the following:

### "No Money in the Hay Business."

Since transportation rates have become so burdensome this remark is less frequently heard and instead we hear, "We are not handling hay, we only ship an occasional car. It is no longer possible to serve the trade we have been shipping to, and our present hay business is limited to an occasional car placed with a nearby customer."

Quite frequently we hear this question asked, "Is the fact that there is so little hay being shipped due to the lack of horses or other animals to consume same?"

"We are led to believe by certain surveys that have been completed that there is actually as much need for hay today as there was ten or fifteen years ago, and certainly it is every bit as necessary for the farmer to grow this crop if the desired crop rotation is observed. It means an entirely new plan of

farming for a majority of farmers unless they find an outlet for their hay. To the average farmer it seems absolutely necessary that certain crop rotation be observed and the same cannot be maintained unless they continue growing this important crop.

If the growing of hay is indispensable, and the world requires it, why is it that it cannot be handled at a reasonable profit? To me it would seem as though there must be something radically wrong. Plans must be devised to make the business pay. We will all agree that without proper remuneration no business is worth while.

No nation can be prosperous unless the average of its farmers are prosperous. The business and professional man's prosperity depends upon the success of the farmer. If this be true, then it is well worth while to stop for a moment to consider the question, Is the farmer prosperous and if not, why not? No group of men is more vitally interested in the prosperity or lack of prosperity of the farmer than we shippers of hay and grain.

Personally I have made a very careful and painstaking investigation as to what the farmer's condition is today and I am convinced that a large proportion of our farmers who were considered prosperous five years ago are today nearing bankruptcy. I am satisfied there are many farmers who are not producing sufficient revenue to satisfy this year's general taxes, and I am convinced that a great many will abandon their farms this fall where they are only partly paid for.

Transportation Charges: I have a dozen suggestions representing what in my judgment would afford permanent and proper relief.

However, I will indicate but one. Until such a time as the transportation charges are in proportion to what the business will stand, we can't expect to find a proper outlet for hay. Just so long as the cost for delivering a car of hay to its natural and proper market is from two to three times the cost paid the farmer for the use of his land, the cost of his seed, all of the labor incident to growing, gathering and baling the hay, just so long will we find it impossible to handle this commodity except in a spasmodic, inefficient manner highly unsatisfactory alike to shippers and farmers.

Pres. Northway read a letter received from the Toledo Produce Exchange inviting the Ass'n to hold its 1923 meeting in that city. This was opposed by Mr. Forrest of Saginaw.

The following officers were elected: A. L. Reidell, Saginaw, president; R. S. Bishop, Almont, 1st vice-president; Mr. Miller, Adrian, 2d vice-president. Directors: S. O. Downer, Saginaw; H. R. White, Scotts, and F. E. McGunegle, Snover.

Adjourned sine die.

### The Banquet.

In the evening the visiting dealers and their ladies were entertained at a banquet in the Ball Room of the Durant Hotel. J. L. Dexter of Detroit acted as toastmaster. Entertainment was furnished by the Buick Male Chorus which beautifully rendered several selections.

A. L. Reidell, newly elected president, in a short address thanked the dealers for the honor bestowed upon him and assured them of his willingness to help build up the ass'n.

The speaker of the evening was Rev. M. S. Rice of Detroit, who, in his address on Wasted Wealth, reviewed the industrial situation, saying that the hard times now at hand were good times because they had a tendency to teach each individual the necessity of economy, and the even greater necessity of WORK.

### Convention Notes.

D. M. Cash came up from Mansfield, Ohio.

J. P. Burroughs & Son, Flint, distributed attractive ash trays.

T. W. Swift of Swift Grain Co., Detroit, was on hand as usual.

Everyone enjoyed the automobile ride over the city and the trip of inspection through the Buick plant.

Toledo was represented by Chas. R. Keilholtz and Joe Doering of Southworth & Co., and W. W. Cummings.

Michigan dealers present included: R. W. Blue, Reese; Jay Baldwin, New Haven; F. E. Bloomer, St. John; C. A. Croel, Chesaning; J. P. Carey, Mt. Pleasant; S. S. Cobb, Perry; A. L. Chamberlain, Pt. Huron; G. H. Churchill, Lapeer; Lloyd Craven, Elsie; A. G. Darwin, Montrose; L. A. Doane, Chesaning; C. B. Ervin, Beaverton; F. F. Flaherty, Charlotte; E.

C. Forrest, Saginaw; W. D. Johnson, Swarty Creek; G. G. Knapp, Mt. Pleasant; M. A. Kamm, Oxford; S. M. Kirby, Owosso; F. Keough, Emmett; John Marvel, Rent Creek; J. S. Mullin, Hemlock; D. Mansfield, Remus; R. G. Pearce, Pt. Huron; B. A. Pomeroy, Middleton; R. G. Pomeroy, Carson City; J. L. Ross, Akron; F. G. Swartzmiller, Chesaning; Lewis Steele, Imlay City; E. C. Smith, Ovid; S. P. Selden, Lapeer; H. J. Hudson, Sheffield; F. E. and G. N. McGunegle, Snover; G. H. Whipple, Jackson; M. T. Walsh, Freeland; J. W. Wilson, Marlette; Murray Walker, Imlay City; H. R. White, Scotts.

NEW MILLS in Japan will be located at points where grain and flour can be handled with greater facility, to reduce freight and handling charges, due to rapid rise in labor and other costs. Wheat will be imported in bulk rather than sacks and unloaded from steamers into elevators at such ports as Yokohama and Kobe. New equipment to do this will probably be needed shortly.

THE PRINCIPLE of the Farmer-Labor Reconstruction League of Oklahoma of having the state own mills and elevators was given public disapproval as shown in the votes cast in the primary election for J. A. Whitehurst as president of the State Board of Agriculture. He was renominated by a plurality of 27,000, carrying all but two of the counties in the grain belt, and far outdistancing the candidate set up by the league.

### The Car Shortage.

SHORTAGE OF CARS has forced the Pratt mills, Pratt, Kan., to close indefinitely. No wheat is being shipped out of Pratt.

LAURENS, IA.—No cars to be had, consequently our elevator is full and no grain moving.—Farmers Elevator Co.

SAUNEMIN, ILL.—We have all of our four elevators filled with grain, awaiting cars. Coal scarce and hard to get.—Saunemin Elevator Co.

THE ELEVATOR of the Farmers Grain Elevator Co. is full of grain at Athelstan, Iowa, with no grain cars obtainable to move it. Over 1,000 bus. of grain have been bot but cannot be handled.

FIFTY PER CENT of the elevators in the vicinity of Fort Dodge, Ia., have been forced to close down, due to inability to obtain cars. The situation is becoming more acute each day, for in addition to the car shortage, many roads are refusing to accept shipments because of lack of power.

ELEVATORS along the Rock Island in Iowa, Nebraska, and Kansas are full of grain with no cars to move it. On some other roads, cars are furnished to clean the elevators out when the dealers report to the railroads they need cars as their elevators are full. In all, about 75 to 90 per cent of the cars asked for are said to be furnished.

TRUCKS are being used to haul grain in southeastern Massachusetts due to the subnormal condition of railroads in that locality. The Eastern Grain Co. at Bridgewater, Mass., supplies grain by trucks to New Bedford, Fall River and other towns at like distance, and in one day over 1600 bushels of feed were sent out in this manner, as well as better than 20 trucks loaded with other grains. As long as the grain in the elevator lasts, stock will not go without feed on account of the railroad tie-up.

A COMPLAINT has been filed with the Minnesota Railroad and Warehouse Commission by the Farmers Elevator Co., of Bigelow, Minn., stating that the company's elevator is full of grain, and that cars are not available to move it. It further states that long trains of empty cars pass thru the town each day, but are sent on to the docks to haul coal, while the grain in the elevator is threatened with damage by heating. One or more of the Minnesota commissioners will go to Washington to present the seriousness of the shortage of grain cars to the Interstate Commerce Commission and attempt to get relief.



Explosion of Carbon Bisulfid.

An explosion of carbon bisulfid about 4 p. m., Saturday, June 24, 1922, totally destroyed the grain elevator of the Hurlock Milling Co., at Hurlock, Md.

The carbon bisulfid had been poured into an empty grain storage tank to fumigate it, from two buckets that remained of last year's supply of bisulfid. From the metal tank a concrete tunnel extended to the frame elevator building and it was thru this tunnel that the vapors of the bisulfid, mixed with air, flowed into the basement of the elevator. It was fully five minutes from the time the liquid was poured into the grain tank until the explosion occurred.



Part of Wreck of Elevator of Hurlock Milling Co., at Hurlock, Md.

While he was up on the tank pouring the bisulfid the manager noticed that a piece of the metal roof had become loosened. He procured a hammer and struck a blow or two when a spark flying from the metal is alleged to have ignited the vapors and was followed by the explosion. The manager and his helper were thrown backward on the tank. The frame elevator was blown into a million fragments. A number of small fires that started were quickly extinguished before doing any appreciable damage.

The engineer, who was standing on the ground floor of the elevator, was hurled 40 ft. by the blast and instantly killed. A colored man approaching the elevator had reached the door and was also thrown about 40 ft., breaking his ankle. His clothes catching fire, he was burned about the head and arms very badly.

D. S. Miller, one of the field men of the Millers Mutual Fire Insurance Co., visited the wreck to investigate. He examined the barrel from which the manager claims he drew the fumigant and found that it had contained "Fuma" special quality carbon bisulfid, manufactured by the Taylor Chemical Co. Mr. Miller says every window in the office was broken and six sash in the mill were completely torn out. The dust house which stood beside the elevator was blown over by the force of the explosion and in falling tore off a small corner of the power house attached to the mill.

Too often in explosion disasters those who know most about the conditions at the time are killed; but in this case the testimony of the manager shows plain carelessness. Evidently the purpose of the manager was to fumigate the tank only, as he stated; and he forgot about the tunnel running to the elevator basement. Bisulfid vapor is very heavy and it will reach a level like water in all connecting passages that are freely open. Instead of having been ignited by the spark from the hammer it is more than likely that the heavy vapors rising up thru and from the elevator basement finally reached a flame or spark. The colored man approaching the elevator may have been smoking at the time, or the engineer may have struck a match to light a cigar. The significant fact is that the greatest damage was done to the elevator. As long as there was a free

outlet at the bottom of the tank thru the tunnel it was possible for all the vapors to pass out of the doors and windows on the ground floor of the elevator without rising to the top of the tank.

It can not be too strongly impressed upon all those undertaking to exterminate insects with carbon bisulfid that extraordinary precautions must be observed to keep all light and fire away. The bisulphide is as hazardous as so much gasoline.

Standard of Comfort Wages.

Arguments in the interest of a wage adequate for a reasonable standard of comfort are being put forth on behalf of the striking railway workers with a confidence which quite obviously relies upon the susceptibility of the people to appeals based upon sentiment and upon the assumption that the economic ignorance of the public is as profound as it is reported to be.

In the abstract, nobody will deny the desirability of a reasonable standard of comfort for everybody. In fact, that is just exactly what we are all striving for, individually and collectively. Those who happen to enjoy such a standard either because of superior fortune or superior contributions to the total product of industry are immediately struck with the appearance of justice which an appeal for such a standard undoubtedly has, even when it is made on behalf of a group only.

On examination, however, we find that the appearance of justice is only an appearance, that fundamentally the appeal is based on the gravest of injustice, upon claims which, if allowed, must seriously reduce the present incomes of the groups which are already living at a standard below that of the group which is attempting through a mixture of cajolery and coercion to obtain a preferred economic status by other than economic means. The truth is, there are not enough goods being produced at present to provide a reasonable standard of comfort for everybody; in some parts of the world millions are not only facing actual privation, but starvation.

The principle that the world owes the individual a living was proclaimed, or at least was followed, by the first petty thief who filched a haunch of meat from a tree where it had been placed to dry by a hard working hunter, and it has been asserted ever since in one form or another by every criminal type known to history, from the robber-barons of the middle ages to the highwaymen of today. The method followed in putting this doctrine into effect is based on the further principle that men get what they take, no more and no less. Cunning and cajolery have been effective instruments in winning unearned rewards for those able to exercise wiles, but the method of force has never been successful for any considerable time.

Force invites resistance, and as those who would live by force have always represented a very small minority, they have found it difficult to survive and continue to practice it. Force is force, whether exerted by assault or by siege, and a down-tools demonstration in a key industry is just as formidable in its coercive possibilities as any form of attack. It is often asserted, and we hope that it will never be necessary to deny it, that no man is obligated to work, that the right to down-tools is a prerogative of freedom which is more precious than any question of the welfare or interest of the community. Perhaps that is so; it is, at any rate, a nice question which could be argued forever without getting anywhere. It is nevertheless apparent that the conditions which gave rise to that principle are changing, and that as the individual becomes more and more important to modern productive organization his right to walk out and leave the community helpless must undergo modification. However that may turn out, let us not be deluded by any specious pleas for a preferred place in the economic organization, no matter from what source they emanate.

Our problem is the problem of increasing production to the point at which all will have a reasonable standard of comfort, and, whatever befalls, we should not allow ourselves to be either cajoled or coerced into taking away from those who have little to give to those who have more. Once we submit to force in this field, we shall have written the end anyway, and we may as well face the issue first as last. We cannot tolerate the revival of the old principle of the greatest share to those able to take it. The principle is even opposed to the interest of those who would live by it, for if it prevailed nothing would be produced, and there would be nothing to take.—*American Exchange National Bank.*

The treatment of flours with hydrocyanic acid should be prohibited according to investigations made in the Mans Municipal laboratory of France. Experiments showed that flour can fix an appreciable amount of this acid, but the sample examined did not exceed the danger limit in percentage of prussic acid as fixed by the high council of public health of France.

Growth of the Rice Industry.

In 1919 there were 86 rice establishments in the United States, compared with 59 in 1914 and 71 in 1909. The persons engaged in the business were 3,249 in 1919, compared with 1,739 in 1914 and 1,777 in 1909. In 1919 the capital involved was \$23,792,509, compared with \$12,626,990 in 1914 and \$13,347,144 in 1909. The value of the products produced in 1919 was \$90,038,412, 1914, \$23,039,294, and 1909, \$22,371,457, as reported by the Department of Commerce.

The large increase from 1914 to 1919 in the capital involved and the value of the products produced was augmented a great deal by the increased costs which followed the World War, but the increase of the number of persons engaged in the industry serve fairly well to show the increased volume.

The aggregate number of pounds of rough rice treated by the mills as a whole in 1919 was 1,609,951,895; 1914, 1,036,587,825 pounds, and 1909, 974,747,475. An increase of about 65 per cent in the total pounds handled in the 10 years preceding 1919 is noted.

Federal Inspection for Perishables.

Federal certification of the quality, grade and condition of perishable farm products at shipping points is broadened by a recent act of Congress; and the Dept. of Agriculture said in an announcement July 29:

It is intended in so far as possible to make the original inspection for grade final, and re-inspections for grade will be made only under conditions which will permit a thoro examination of the product. Joint certificates will be received in all Federal courts as prima facie evidence as to the truth of the statements contained therein and in most of the co-operating States they will also be received on the same basis in State courts.

Already many requests are being filed with the U. S. Department of Agriculture by shippers in territories where no local machinery is available. It is possible that the Federal department may offer its service at a few of these points where there is a concentrated tonnage and where the work would be fully self-supporting.

In the grain trade inspections are made final, not by the dictum of any federal or state official but by the parties to the contract of sale, who specify what local inspection shall govern, when making an offer. Nothing is impossible, however, and if the U. S. Dept. of Agriculture can accomplish a thing so difficult as giving a grade to fresh fruit at the country station that will be accepted at the city market, there are many country shippers who would be tickled to death to sell fruits and vegetables officially graded at their own station, the buyer to have no recourse.

More likely this is an idle dream that will fizzle out just as did the Post Office Department's parcel post farmer to consumer marketing scheme.



## A Standard Elevator Leg.

BY P. F. MCALLISTER.

It is indeed encouraging to learn that an effort is being made by the Mutual Fire Prevention Bureau to establish a standard for elevator legs. The grain elevator operators have long needed a standard which shall incorporate the best features of modern construction as well as reduce the fire hazards. To start with I wish to venture the following suggestions:

**BOOTS:** There is ample room for improvements in the bearings to prevent hot boxes. Self-oiling bearings should be used or the present oil pipe run tangent to the shaft, so as to prevent searing or filling of the oil hole. Self-oiling bearings are preferable, and a credit should be granted for their use or an extra charge made for the use of plain bearings.

We know from 20 years experience that no bearing in an elevator is so neglected as the bearings in the boots.

Where steel legs are used the automatic steel boot is preferable to the old hand tightener cast iron boot.

This boot can also be used on wood legs.

They cost more it is true, but if they will reduce the cost of insurance, the saving will pay for them in a very short time.

Regarding spouts running into back or down side of boots, these spouts should run into the boot as low down as the boot will permit, so that the buckets will not have a greater amount of grain to pull through than is absolutely necessary.

**CHOKE UPS** should never occur, except for two things, viz., lack of proper friction between head pulley and elevator belt, which will permit the head pulley to turn around under the belt when buckets are loaded. This should never happen but once. The owner or operator should readily realize the cause, and either increase the size of head pulley, or fix his feed gates so he cannot overload the bucket belt again.

Another cause of a choke is the breaking of an elevator leg belt. This does not occur often, and can usually be prevented by periodical inspection of the belt.

Chokes due to "Going off Power" as will occur quite often in the use of electric power, the breaking of a drive belt, a rope drive or a shaft or any other cause not previously mentioned, can be overcome by the use of an "elevator leg back stop."

These back stops can be put in old elevators, as well as new, and should be insisted upon.

**LEG FILLERS:** The Mutual Fire Prevention Bureau specifies 2 x 12, this of course, is the most common size, however, cups with 4" projection does not need over 2 x 8 filler, up to 5" projection 2 x 10 filler, up to 7" projection, 2 x 12 filler.

It mentions 2 or 3 pieces of Y. P. for backing, you should say 1 x 6 or D & M lumber, this need not be Y. P.

**TELESCOPE JOINT** need not be at top floor of cupola, it can just as well be at the 1st floor above the bins, whether this floor is on top of bins or a few feet above the bins. In cribbed elevators over 40 ft. high, telescope joints should be greater than 12", to be perfectly safe 18" should be used.

**BEARINGS:** We see no excuse for using or the permission to use anything but self-oiling bearings for head shafts, or any other shafts, unless, a hot box or bearing alarm system is used, or a credit given for their use, on all bearings, whether plain or self-oiling.

Regarding ball bearings, our understanding has been that they are packed in grease, and that a wick oiling bearing is only a type of the self-oiling bearing.

**HEAD VENT:** Vents are seldom located so as to be most efficient. The dust arises after the grain has been discharged from the buckets. The movement of the buckets coming up the leg has a tendency to keep the dust in the head, rather than expel it, and with the vent in the center, or preferably over the discharge

side of the head, I am sure you will expel a greater quantity of dust.

Why should elevator owners be afraid to change present standards or old standards of machinery now on the market?

Why be afraid to adopt new standards, some of which we have suggested?

Why not make tests of these new inventions, when they come out, and either adopt them or reject them?

Manufacturers are too busy getting and filling orders to do much inventing, but they are ready to take on these inventions when there is a demand for them.

I believe it is up to the Mutual Fire Prevention Buro to say what must be done, and penalize elevator owners who hesitate. Let us progress, not stand still.

**LOADING CARS** with sacked mill products was the feature of a display at the convention of the Associated Operative Millers held recently at Kansas City. The exhibit was of the Key Sack Loading System devised by the claim prevention department of the C. R. I. & P. Ry., in charge of Special Representative B. R. Beall. The aggregate amount of loading being done under this system every day is between 700 and 800 cars at the various mills where the system is now in use. The cost of loading a car by this system is \$1.50 less than the cost to load with the use of grain doors. The shipper saves that amount, has fewer loss and damage in transit claims and pleases his customers.

## A Complete Fire Wreck.

On the night of July 11 fire started either in the cob or dust house and when discovered had spread to the entire lower floor of the elevator of P. Reising & Sons at Poseyville, Ind., and the blaze was going up the cupola. The building was of wood, with a metal roof and burned to the ground, as shown in the engraving herewith.

The house had a capacity of 20,000 bus., and contained 3,260 bus. of wheat, the larger portion of which was salvaged at 50c and 75c per bushel. The insurance on the building was \$6,000, and on the stock, \$2,500, and the net loss was about \$7,500.

Profiting by this experience the firm will rebuild of fire-proof materials, probably of concrete, with a cupola of frame, metal clad.

## Protein.

BY WM. MURPHY, KANSAS CITY.

Last season tweezer picking for heat damage grains

Was considered a technical pest, Now comes another feature with added expense, Separation by chemical test.

Protein! Protein! the first thing a buyer will say:

"Just show me your test then I'll do the rest, And tell you how much I can pay."

Protein! Protein! now trouble is starting to brew,

When to some other Lab he sends a small dab, To check up his protein with you.

For regular inspection they take from each car At least a full quart of wheat,

Some four or five drawings the sampler takes, To make a sample complete.

Protein! Protein! taken from just a few grains Will it test just the same when tried out again,

From the small pinch that remains? Protein! Protein! what will become of the wheat

Running low in protein? It's plain to be seen Somebody has got it to eat.

They first talked gluten but now it's protein, They look for on every car,

They'll soon want a baking to see how it's taking

Displayed in a bottle or jar. Protein! Protein! that's what they want to see, It brings lots of grief and they think you're

a thief, When the chemical tests don't agree.

"Protein! Protein!" that's all you hear them say,

Till we long for the ways of the good old days, When wheat wasn't bought that way.

About the Protein test there's no use to jest, It seems to have come to stay,

After due reflection the Kansas State Inspection.

Will show protein they say. Protein! Protein! What next will they add to

the list, To surpass old Dobbin and the farmer home

plodding. From the old mill with his grist?

Protein! Protein! acidity, starch and then ash On your ticket may show before you can know

What wheat is worth in cold cash.

THE TEXAS REFINING Co., Greenville, Tex., shipped from Texas into Kansas a quantity of cottonseed cake labeled "Ordinary cracked cotton seed cake" and analysis by the Bureau of Chemistry showed the presence of 41.79% protein. Misbranding was alleged for the reason that the company had marked the shipment "Guaranteed analysis, crude protein not less than 43%." On Jan. 9, 1922, on a plea of guilty the company was fined \$50.



Two Views of Fire Wreck of P. Reising & Sons' Elevator at Poseyville, Ind.



### 30,000 Bushel Concrete Elevator at Malta, Ill.

Northern Illinois produces large quantities of corn and oats, but at some stations the grain dealers are called upon to handle rye, wheat and barley, as well. Such a station is Malta, DeKalb County, located on the C. & N. W. Ry. This house was designed and built for George F. Ollmann by Townsend B. Smith. The elevator is right in the business center of Malta and is easily accessible to farmers coming to town from every direction.

Mr. Ollmann was in the grain business at McGirr, Illinois, for twelve years. He engaged in the grain business in Malta early in 1921 and built the new house to replace one burned last year. His new reinforced concrete elevator is 25' x 37' on the ground and contains nine bins, three each side of the driveway and three over the driveway. All bin bottoms are hoppers and all bin gates are controlled from one room.

A Western Manlift affords easy access to the cupola. A ten ton Fairbanks truck scale just outside office weighs grain into elevator, and the Richardson Automatic Scale weighs grain into cars.

The bin well containing manlift and ladder to cupola also contains loading spout. Cupola has sufficient height so that grain can be spouted direct to all bins. Entire plant is easily kept clean and is so conveniently arranged that one man can handle all the work except when a large quantity of grain is being moved to market.

The bins vary in size from 1200 to 4500 bushels. Twenty tons of steel were used in reinforcing the walls. The elevator contains one leg with 10 x 5½" V-buckets which are placed 10" center to center. Grain is elevated into bins by this leg from a double wagon dump of 650 bushels capacity. The Kewanee all steel ball bearing truck dump is installed in the driveway so as to dump either wagons or trucks. The air compression is driven from cupola line shaft, but it can be started or

stopped from the driveway. The ten horse power motor in cupola can be started or stopped from the driveway. Its power is transmitted through a clutch which is also controlled from the driveway.

The fireproof office adjacent is also constructed of concrete and is divided into two rooms. The private office containing scale beam, safe and desk of Mr. Ollmann, while the public office is equipped with chairs and conveniences for visiting customers.

### Whole Hard Grain Immune to Broad-Nosed Weevil.

Standard control measures advocated for other insect pests of stored grain, such as the cleansing of bins, granaries, ship-holds, or grain-bags, the application of heat or fumigation, should be used as remedies against the broad-nosed grain weevil, which is now widespread over Florida and has been reported from Georgia and South Carolina.

The damage caused by the broad-nosed grain weevil is more than has generally been supposed, according to Bulletin 1085, Broad-nosed Grain Weevil, by Richard T. Cotton, recently issued by the United States Department of Agriculture.

This bulletin describes the origin and economic history of the broad-nosed grain weevil. This weevil breeds in corn, chick-peas, millets, acorns, and avocado seeds, and occasionally in the roots of the dasheen and in sweet potatoes. The adult weevil feeds readily on wheat, barley, wheat flour, ginger, macaroni, and chayotes. Whole grain or seed of medium hardness is immune from its attacks unless its associate, the common rice weevil, has made entrance to the softer parts of the grain easy for it. Cracked, damaged, or soft seed is quickly infested by the broad-nosed grain weevil. The bulletin includes a technical description of the life history and habits of the weevil in all its stages.

### State Opens Cereal Laboratory at Hutchinson.

If any doubt remains in the minds of some as to the place which the protein content of wheat has come to occupy in the marketing of that grain in the Southwest it should be dispelled by the recent action of the Kansas State Grain Inspection Dep't in installing cereal laboratories in connection with the more important of its inspection offices.

The first laboratory actually to be placed in operation by the Dep't is that at Hutchinson, where the laboratory equipment of the Central Union Grain & Laboratories Co. has been purchased for the purpose. To obtain the necessary space to permit the laboratory to be placed in conjunction with the grading dep't of the Hutchinson office, several of the Hutchinson grain dealers exchanged rooms. This made it possible for all of the dep't's equipment to be arranged in adjoining rooms on the 6th floor of the Rorabaugh-Wiley Building, and at the same time additional space and more suitable light was obtained for the grain inspectors.

Protein analyses will be made by the laboratory only when requested, but in all other respects the procedure will be same as that followed in the ordinary inspection and grading of grain. The samples used by the chemist will be those obtained from cars by the official samplers for the inspection dep't, and certificates will be issued under state authority. The service obtainable will thus include the certification of grade under the official standards, and the certification of protein content under the standards approved by the American Ass'n of Cereal Chemists.

R. O. Cooke continues in charge of the Hutchinson office as chief inspector, and L. F. McConnell, who was chemist for the Central Grain & Laboratories Co., remains in that capacity for the state.

DAMAGE to grain cargoes has been reduced by the introduction of steel hull lake vessels, but there are still some losses. Recently a Buffalo wet-grain dealer refused to handle some grain that went down in the Welland Canal. He said that wheat in hot weather becomes valueless after a few days submersion, as when it is raised it assumes the condition of dough and when it is blown dry, the flour disappears and nothing is left but a little bran.

JOHN DREYFUS of Tulsa, Okla., who was reported to have made a fortune in the grain business in France and Germany, died recently at the age of 75.

### Destroying Insects in Grain.

By making the bins of the elevator airtight and fumigating them with carbon bisulfid at the rate of 5 to 8 pounds to 1,000 cubic feet of space, insects in the bins will be destroyed, according to a pamphlet published by the Ohio Experiment Station.

It is recommended that the infested bins be cleaned and sprinkled with 10 per cent of kerosene emulsion a week or so before filling with grain. This precaution will possibly make unnecessary the later application of the bisulfid poison.

If this precaution is not taken and it is necessary to resort to the fumigation, it should be done if possible on a warm day when the temperature of the bins is above 67 degrees. Make the bins airtight by applying heavy paper over all openings and then spray the poison over the grain thru any small opening, or it may be applied by thrusting burlap or cotton bags that are saturated into the grain. The fumes are heavier than air and penetrate to the bottom of the bin.

Carbon bisulfid is inflammable and poisonous and must be handled cautiously lest the person applying breathes the fumes or ignites them.



Geo. F. Ollmann's Concrete Elevator at Malta, Ill.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Newport, Ark.—C. L. Campbell, formerly at Little Rock, has entered the brokerage business here and will handle flour and feedstuffs.

## CALIFORNIA

Los Angeles, Cal.—Starting Aug. 1, the Grain Exchange sessions were held from 11:30 a. m. to noon, but was found to be unsatisfactory so the time was changed back to 12:30 p. m. to 1 p. m.

## CANADA

Claysmore, Alta.—The Federal Grain Co. is having an elvtr. erected here.

Foam Lake, Sask.—An elvtr. is being erected here for the Victoria Elvtr. Co.

Fort William, Ont.—Neil Black, supt. of the Gillespie Elvtr. Co., died Aug. 11, after being ill for a year.

Montreal, Que.—Patrick Dupuis, employed by the Grand Trunk Railway elvtr. died suddenly at his work Aug. 7.

Winnipeg, Man.—The Union Grain Co. has been incorporated at this place for \$50,000, to do business in Saskatchewan.

Welland, Ont.—The plant of the Maple Leaf Mfg. Co. of which Robert Cooper is mgr., was seriously burned last month. A loss estimated at \$75,000 was sustained.

Omeme, Ont.—The elvtr. and warehouse of the John Douglas Elvtr. Co., containing about 1,000 bus. of grain, were burned, the fire starting from sparks of a passing locomotive.

Winnipeg, Man.—J. B. Craig, of the Central Grain Co., has been nominated for pres. of the Grain and Produce Exchange. He has been vice-pres. of the Exchange for the past year.

Stony Plain, Man.—The Federal Grain Co. Ltd. of Winnipeg, has just completed a 40,000-bu. elvtr. here and will be in shape to handle this year's crop.—Alberta Pacific Grain Co. Ltd., G. V. Sheeves.

Saskatoon, Sask.—The interests of the Goose Lake Grain Co. were recently purchased by the Pioneer Grain Co., which transaction will add 30 elvtrs. to the string of plants now operated by the Pioneer Co. The Goose Lake Co. operated in this district for 14 years.

Port Colborne, Ont.—Plans are being made to increase the storage capacity of the Canadian Government Elvtr. from 2,000,000 to perhaps 5,000,000 bus. W. F. Fawcett, mgr. of the plant, has stated that 3,000,000 bus. is the minimum, and work will be started immediately on the first unit.

Winnipeg, Man.—The Anglo-Canadian Grain Co., formerly known as the Saskatoon Grain Co., has decided to liquidate, and Charles H. Thornton has been appointed receiver. This company, which operated a private wire thru-out, the West, is owned by Ellis & Co. of England. The present assets will cover the liabilities.

Winnipeg, Man.—The interim injunction which was granted to the counsel for the Dominion Bridge and Iron Works recently which restrained members of the International Structural Steel and Iron Works from picketing on the new grain exchange building, has been made permanent as against the union itself and three individual members. After a dispute over wages, iron workers from Eastern Canada were brot to this place to work on the building. It was alleged on the application for the injunction that the iron workers named in the proceedings sought to intimidate the men by threats, into giving up their work.

## COLORADO

Hugo, Colo.—The Morrissey-Hoffman Trading Co.'s elvtr. was burned a short time ago. The loss is insured.

Elbert, Colo.—The Elbert County Farmers Exchange has rented and taken possession of the elvtr. of the Russell Gates Grain Co.

Fleming, Colo.—We have installed a new air truck dump and a new Fairbanks Automatic Scale.—W. C. Harris Co., T. S. Robinson, mgr.

Wray, Colo.—Our elvtr. will be completed by the middle of September and the mill about January, 1923.—The Wray Mills Co., W. H. Ferguson, owner, by Elmer Olson.

Loveland, Colo.—The Loveland Flour Mills and the Loveland elvtr. have been consolidated and the elvtr. will be closed. The plants are owned by the Colorado Mill & Elvtr. Co. of Denver.

Big Bend (Wiley p. o.), Colo.—The Colorado Mfg. & Elvtr. Co. has let contract for a 30,000-bu. concrete house to be completed Sept. 15, on the Arkansas Valley Railroad (Santa Fe branch). Charles Lennox is mgr.

Colorado Springs, Colo.—The Conley Ross Grain Co. of Denver, has taken over the plant of the Russell Gates Mercantile Co. and is now operating it under the name of the Conley Ross Grain Co. Ira Yoder has been appointed mgr.

Longmont, Colo.—C. M. Replogle, who is well known in the grain trade, having been in business in Nebraska, Iowa and Colorado for a number of years, has succeeded H. V. Rover as general mgr. of the Farmers Union Co-op. Elvtr. & Supply Co.

Denver, Colo.—The elvtr. will be completed Sept. 1 and we will handle grain and do a jobbing business. The entire plant will be completed Nov. 1 when we will operate full blast. J. M. Collins is pres., John Walles, vice-pres., Fred Moore, sec'y and W. V. Macartey, treas. and general mgr.—Farmers Union Mfg. & Elvtr. Co.—This company recently purchased the elvtr. being erected for the Colorado Farmers Union Exchange which went bankrupt.

## IDAHO

Arco, Idaho—Joe Williams of Felt has been appointed mgr. of the elvtr. here of Thomas Bros.

Downey, Idaho—Sam Merrill of Preston has been appointed mgr. of the elvtr. of the Farmers Mfg. Co.

American Falls, Idaho—The Zaring Grain Co. is enlarging its warehouse at Schiller Spur by a 40x60 foot addition.

Malad, Idaho—A 10,000-bu. elvtr. to cost about \$5,000, is being erected here by the South Idaho Wheat Growers Ass'n. The bins are concrete and fireproof.

Nez Perce, Idaho—S. G. Robinson traded his farm for the Wood & Wright grain warehouse here. J. G. Wright & Son will continue in business, using the elvtr. and adjacent warehouse which they retained.

Buhl, Idaho—The Globe Mills of Los Angeles, Cal., have leased the elvtr. of the Farmers Equity which will be used to supply wheat to the new 1,600-bbl. mill that the company recently erected at Ogden, Utah. E. E. Higginbotham, who was connected with the Farmers Equity, will continue in charge.

Weiser, Idaho—M. P. Tonning has again assumed charge of the warehouses here and at Midvale, owned by the Tri-State Terminal Warehouse Co., operating them under a lease. He operated the warehouses up until last year when they were taken over by the South Idaho Wheat Growers Ass'n. George Marshall, who has had the warehouses leased for the past year, has entered the grain business at Baker City, Ore.

## ILLINOIS

Mason, Ill.—The Farmers Elvtr. Co. is repairing the Dewey elvtr.

Copes Siding, (Green Valley p. o.), Ill.—We have just completed and are operating a new 10,000-bu. elvtr. at this place.—Farmers Grain & Coal Co., Green Valley.

Princeville, Ill.—The unused elvtr. belonging to R. Cox & Son burned recently with a total loss.

Mattoon, Ill.—We are intending to build a new elvtr. in the near future.—Big Four Elvtr. & Mfg. Co.

Agnew (Galt p. o.), Ill.—The Agnew Farmers Elvtr. Co. has increased its capital stock from \$10,000 to \$20,000.

St. David, Ill.—Elmer Carvin has been succeeded by George Parkin as mgr. of the Farmers Elvtr. Co.

Eleroy, Ill.—Herman Hainke died and his elvtr. business is for sale to settle the estate.—F. W. Hainke, executor.

Henning, Ill.—Our mgr. here is S. D. Biggs, formerly with Seeger, Betts & Ward at Stewart, Ind.—A. E. Betts Grain Co.

Easton, Ill.—F. H. Conroy has succeeded H. J. Keefer as mgr. of the Easton Farmers Grain Co. operating here and at Biggs.

Osman, Ill.—C. J. Rahlfling is in charge of the Reardon elvtr. which we recently purchased here.—Lotus Grain & Coal Co., Lotus.

Wapella, Ill.—I have sold my elvtr. and lumber yard to D. S. McGaughey of Mt. Zion. Possession will be given Sept. 1.—J. C. Boyer.

Crescent City, Ill.—I am mgr. for the Crescent City Farmers Elvtr. Co.—G. W. Maddin.—It was reported that O. W. Maddin was mgr.

Long Point, Ill.—I have leased the B. F. Colehower elvtr. here.—J. F. McCoy.—It was reported that Mr. McCoy had purchased this plant.

Piatt, Ill.—The grain elvtr. operated by the Bement Grain Co. collapsed Aug. 1, causing several thousand bus. of wheat to be spilled on the ground.

Springfield, Ill.—Twelve transcripts of judgment amounting to \$353,133.73 were recently filed against the Conover-McHenry Elvtr. Co. and Henry Lyman Child has been appointed receiver.

Humboldt, Ill.—Arthur Wyeth, who, until recently was connected with the grain firm of Grant & Wyeth, at Lebanon, Ind., has bot the elvtr. at this place. Mr. Wyeth will reside at Arcola.

Farmingdale, Ill.—James M. Saltsman, an employee of the Farmers Co-op. Elvtr. Co., died a short time ago from injuries including a fractured jaw, received in a fall while working at the elvtr.

Matanzas (Bath p. o.), Ill.—The Matanzas Elvtr. Co. which was recently incorporated, owns one elvtr. which was rebuilt this year, the capacity increased and all new machinery installed.—W. F. Gilman, pres.

Peoria, Ill.—The Peoria Grain & Barging Co. has purchased three elvtrs. for the sum of \$10,000, located at Bell's and McKay's Landings, and Glasford, the latter having been purchased from Howard White, receiver for the Glasford-Banner Farmers Elvtr. Co., Inc.

Mackinaw, Ill.—The Mackinaw Grain Co. which has recently incorporated for \$24,000, has taken over the business of Walker & Eliff and the Puterbaugh Walker Co. at this place, the elvtrs. of Walker, Viemont & Co. at Lilly and Allentown, and Clarence Wilson's elvtr. and the elvtr. of the Mackinaw Grain & Stock Co. at Walnut Wood Station.

Redmon, Ill.—The elvtr. of Henn & Beggs containing 1,300 bus. of corn, 20,000 bus. oats and 4,000 bus. wheat, was burned Aug. 21, the fire starting in the cob house. The loss on the building amounted to about \$29,000 and the loss on grain about \$6,000, insurance amounting to \$28,500 was carried in the Grain Dealers National Fire Insurance Co. This plant was formerly known as the Willis Brinkerhof elvtr.

## CHICAGO NOTES.

A board of trade membership sold at \$5,425 recently.

I am liquidating the business of A. J. White & Co.—Charles A. Peck, administrator of the estate of Augustus J. White. Mr. White died Aug. 5.

The following were elected to membership in the Board of Trade: Mark Smith and C. E. Bostrum of Chicago, H. R. Cossitt of La Grange, F. C. Lyman of Minneapolis and A. W. Goodmow of Boston.

The first reunion since 1912 of the Seventy-second regiment, the Board of Trade Infantry of the Civil War, was held Aug. 23. Sixty years ago, this unit marched away from the foot of Thirty-fifth street. A representative of the Board was present at the reunion.



Frank Kimball of Bartlett, Frazier & Co. died at his home in Oak Park Aug. 15.

We have assumed the management of the E. & R. Elvtr., storage capacity, 500,000 bus. The plant is now being equipped with modern facilities for handling grain. It was formerly owned by the American Malting Co., and will be operated as a public elvtr.—D. Rothschild Co.—Other reports state that Martin Schultz, formerly with the Santa Fe Elvtr., will act as superintendent. Ecker & Rissman own this elvtr.

Chicago creditors of E. W. Wagner & Co., brokers of New York and Chicago who failed recently, petitioned Federal Judge Wilkerson on Aug. 10 to enjoin Federal Judge Hand of New York from enforcing his order that all claims against the company be filed in that city, the creditors' contention being that Chicago transactions were strictly local, and of the 10,000 creditors, there are more than 10 per cent resident here. Thus, to file all claims with the receiver in New York would be an unnecessary hardship for nearly 1,500 persons, it was alleged. It was also pointed out that of the \$4,000,000 assets of the company, stocks and bonds valued at \$1,000,000 are in Chicago. About \$1,700,000 of the assets are in New York, and the rest, in stocks and bonds, are scattered thru the East. Judge Wilkerson has taken the matter under advisement and stated there would be a decision in a few days. The Central Trust Co. is auxiliary receiver for the company and John L. Sheppard is the receiver in New York, and is reported as being opposed to the plan, believing that the petition of the Chicago creditors was holding up the settlement of the proceedings.

## INDIANA

Middletown, Ind.—We have installed a flour bleacher in our plant.—J. M. Walker & Son.

Hedrick, Ind.—The 15,000-bu. elvtr. being erected for Seeger & Betts will be electrically operated.

Westville, Ind.—F. W. Schwinkendorf has succeeded J. G. Bauer as mgr. of the plant of the Farmers Co-op. Co.

Marion, Ind.—The Indiana Farmers Elvtrs. Mgrs.' Assn. will hold its first meeting at Marion Park Sept. 17 and 18.

Evansville, Ind.—Six new concrete tanks, having a total capacity of 150,000 bus. have been completed for Igleheart Bros.

London, Ind.—Please change my address from Kennard to London.—Etna Lefforge.—Mr. Lefforge purchased the elvtr. here of McCorkle & Rile.

Fort Wayne, Ind.—Damage estimated at \$100 was the result of a recent fire in the elvtr. of the McMillen Grain Co. The fire was caused by friction.

Claypool, Ind.—Kinsey Bros. have sold their elvtr. at this place to the Mayer Grain Co. of South Whitley, which is planning to enlarge and improve the plant.

Bluffton, Ind.—Frank Stafford has traded his elvtr. and coal business to William Dowty in exchange for a 160-acre farm. Mr. Dowty has already assumed charge.

Enos, Ind.—W. C. Atkinson, formerly in charge of the plant of the Morocco Grain Co. and John Colbourne have purchased Mark Templeton's elvtr. and are contemplating a number of improvements.

Bedford, Ind.—We expect to hold a meeting in a few days and elect officers and appoint mgr. W. F. Morgan is acting as mgr. at the present time.—Lemon Mfg. Co.—This company was incorporated for \$50,000 on July 1.

Stillwell, Ind.—James H. Taylor, merchant and grain dealer, died the early part of August at the age of 79 years. Mr. Taylor, who had been county commissioner for six years, had been in poor health for several years.

New Lisbon, Ind.—I sold my elvtr. here, as reported, to the New Lisbon Elvtr. Co. Have now disposed of all my elvtrs. and will do a seed business and some track grain buying in the future. This is the first time in 35 years that I have not bot grain in one of my own elvtrs.—J. S. Hazelrigg, Cambridge.

Martin's Station, Ind.—The elvtr. here of Iglehart Bros. of Evansville, was struck by lightning the early part of August and totally destroyed by fire, together with about 5,000 bus. of wheat. The loss is estimated at \$10,000, partially insured. It is believed that Iglehart Bros. will rebuild.

Indianapolis, Ind.—The Dale Miller Grain Co. of this city and the Lyon & Greenleaf Co. of Ligonier, have been elected to membership in the Indiana Grain Dealers Ass'n.

Foraker (Wakarusa p. o.), Ind.—Shelley & Weaver are building the elvtr. here and I am doing the millwright work and furnishing machinery thru the Barnard & Leas Mfg. Co. There are several new elvtrs. contemplated here; unsettled conditions are holding them up. Shelley & Weaver will have the elvtr. going by the first of September. They contemplate installing a feed grinder this fall.—D. M. Firestone.

## IOWA

Scarville, Ia.—The Independent elvtr. will be reopened

Danbury, Ia.—The M. Burke Elvtr. has been completed.

Rolf, Ia.—George A. Ivey has been appointed mgr. of the elvtr. here.

Laurens, Ia.—McKinley Larson is now our mgr.—Farmers Elvtr. Co.

Rodney, Ia.—The elvtr. here of the Armour Grain Co. was burned recently.

Ft. Dodge, Ia.—Geo. and R. Jones of Eagle Grove, recently sold their elvtr. here.

Steamboat Rock, Ia.—George Potgeter has installed a Fairbanks Scale in his elvtr. here.

Hubbard, Ia.—A 16x40-foot hollow tile warehouse is being erected for the Farmers Elvtr. Co.

Dixon, Ia.—The Farmers Elvtr. Co. will install a corn sheller and make other improvements.

Denison, Ia.—H. E. Kuhl has had a 30x40 foot double corn crib with a 14-foot driveway erected.

Milton, Ia.—E. E. and J. S. Hargrove have organized here to conduct a grain, hay and seed business.

Thompson, Ia.—We have just finished repairing elvtr.—Farmers Co-op. Elvtr. Co., G. J. Brenner, mgr.

Rock Rapids, Ia.—The elvtr. building of the Davenport Elvtr. Co. has been recommended for condemnation.

Cedar Rapids, Ia.—A terminal elvtr. which will have a capacity of 20 cars, is being planned by the Gifford Grain Co.

Correctionville, Ia.—An 8-horse power motor has been installed in M. H. Spurgeon's elvtr. to replace the gas engine.

Adel, Ia.—G. C. Rector of Pilot Mound, has been elected to succeed Geo. Mann as mgr. of the Farmers Elvtr. Co.

Cedar Rapids, Ia.—An office of the Flanley Grain Co. of Sioux City has been opened here under the management of Richard Jones.

Pierson, Ia.—We have bot the elvtr. here from the Wm. Grettenberg Grain Co. and take possession Sept. 1.—Marr & Young, Traer.

Superior, Ia.—I was formerly mgr. at Palmer, and have succeeded E. W. Chapman here as mgr. of the Farmers Elvtr. Co.—H. T. Lathrop.

Cedar Rapids, Ia.—The plant of the Quaker Oats Co. was damaged to the extent of \$200 when fire broke out in the driers and conveyors.

Marsh, Ia.—L. J. Shipman has resigned his position as mgr. of the Farmers Elvtr. Co. and Charles Bolon has been elected to succeed him.

Everly, Ia.—F. S. Kingsbury has purchased an interest in the elvtr. here of the Hunting Elvtr. Co. and will act as local mgr. for the company.

Stanton, Ia.—We have torn down the old France elvtr. and made a double corn crib out of it for ear corn.—Farmers Grain & Live Stock Co.

Pocahontas, Ia.—The Pocahontas Grain Co. has employed L. T. Waugh to succeed Isom Hufford, who has become connected with the Ward Co.

Jefferson, Ia.—We are repairing our elvtr. and building a new office and installing a 10-ton Fairbanks Scale.—Armour Grain Co., A. C. Wooding.

Armstrong, Ia.—Two scales have been installed in the elvtr. of the Rippe Grain & Mfg. Co. The work was done by the Hickok Construction Co.

Maurice, Ia.—We are repairing the elvtr. and putting in a new cup belt, also new V-shaped cups and rope drive.—Farmers Elvtr. Co., E. L. Larkin, mgr.

Burt, Ia.—We have installed new elevating machinery in our plant and also made some improvements in our engine house.—Burt Farmers Exchange.

Neola, Ia.—The grain bins of the Quaker Oats Co. were flooded with thirteen feet of water, and those of the Dawson Grain Co. were flooded with about four feet of water.

Lamoni, Ia.—A new produce house for the Farmers Grain & Seed Co. has been started. John Haas, Irvin Bathe and Chas. Haskins are financing the company. Mr. Haas will be mgr.

Cambridge, Ia.—L. P. Coffman, formerly agent for Nye, Schneider, Jenks Co. at Lawton, has accepted a position as mgr. of the Cambridge yard of the Wisconsin Lumber Co.

Ellsworth, Ia.—Kindly change my address from Easton, Ill., to this place, as I have secured a position with the farmers here.—H. J. Keefer.—Mr. Keefer was mgr. of the Farmers Elvtr. Co. at Easton.

Dike, Ia.—I am the present mgr. of the Independent Grain & Lumber Co., having taken charge about four weeks ago.—L. Christiansen.—Mr. Christiansen succeeded E. Croforth who was transferred to Lake Mills.

Walcott, Ia.—The Stockdale & Maack Co. has retired from active business which will be taken over Sept. 1 by Davis Bros. & Potter, of Galesburg, Ill. A branch office at Estherville, under the management of J. E. Stockdale, will be continued.

Ortonville (Waukee p. o.), Ia.—Leonard Royal, mgr. of the plant of the Des Moines Elvtr. Co. at Redfield, has been transferred to this place temporarily for the threshing season. Charles Mabbitt is located at Redfield during his absence.

Plymouth, Ia.—An unsuccessful attempt to burn the plant of the Farmers Elvtr. Co. was made recently. The oat bin was well saturated with oil and the fire started. But the bin is almost air proof, and when the door was closed, the supply of oxygen was cut off.

Kanawha, Ia.—J. K. Johnson and Thomas Berhow have purchased the plant of the Bowles Grain Co. and the business will hereafter be conducted under the name Johnson & Berhow Grain Co. Mr. Johnson, who owned an interest in the elvtr. will be in charge. He was also formerly connected with Veldhouse Grain Co.

Napier (R. F. D. Ames) Ia.—L. E. Munsinger, W. T. Barr and I bot the plant of the Farmers Co-op. Elvtr. Co. as reported. Its affairs were in such shape it was forced to liquidate its property or go into the hands of a receiver. We have since turned the property over to the Ames Grain & Coal Co. and it is now a part of that company.—J. M. Munsinger.

Rake, Ia.—The Lincoln Co-op. Elvtr. Co. has been incorporated for \$10,000 by Geo. Faber, John Jarshow, Frank Hesseldahl, Carson Pederson, E. O. Halvorson, Martin Taylor, Julius Engelby, O. J. Quame, Adam Nerdig, A. J. Havnen and A. J. Hove. L. O. Honstad, formerly connected with the Farmers Elvtr. Co., will act as mgr. and grain buyer of the plant which is to be covered and sided with galvanized iron.

Coon Rapids, Ia.—R. Lee Wood, mgr. of the Coon Rapids Grain Co. was found dead Aug. 3 near the railroad tracks. It is believed that he was overcome by pains in his stomach from which he had been suffering. Others believe that his death might have been due from heart trouble. Mr. Wood was mgr. of the Farmers Elvtr. Co. several years ago, which was taken over by the Miller Grain Co. At this time, the Coon Rapids Co. was formed and Mr. Wood held an interest. He is survived by a widow and four children.

## KANSAS

Culver, Kan.—The plant of the Culver Grain Co. has been sold.

Norwich, Kan.—The Bartlett Grain Co. has succeeded the Bartlett Bros. Grain Co.

Solomon, Kan.—An 8,000-bu. addition is being erected to the elvtr. of the Farmers Elvtr. Co.

Whiteside, Kan.—Ira Schwint, formerly of Anthony is now mgr. of the Farmers Elvtr. here.

Archer, Kan.—The 12,000-bu. elvtr. of the Wheaton Grain Co. of Hugoton has been completed.

Mahaska, Kan.—We are doing general repairing here and having a war on rats.—G. E. Vining.



Turon, Kan.—Charles Jones is mgr. of the newly organized Turon Elvtr. Co.—L.

Hutchinson, Kan.—The Moore Grain Co. has bought the elvtr. of the L. H. Pettit Grain Co.—L.

Culver, Kan.—The elvtr. of the Culver Grain & Lumber Co. has been sold to the Wilson Flour Mills.

Fostoria, Kan.—The plant of the Fostoria Elvtr. Co., of which H. S. Blatchley is mgr., has been repaired.

Abbyville, Kan.—The L. H. Pettit Grain Co. of Hutchinson has bought the elvtr. of the Moore Grain Co.—L.

Rossville, Kan.—We have just completed a new elvtr. here and I am mgr.—J. H. Dougan, J. H. Dougan & Sons.

Edna, Kan.—The Carlton Grain Co. has consolidated its feed and grain business into one building.—C. S. Carlton.

Baker, Kan.—We have rebuilt our dump bins and put new paving under them.—The Farmers Union Elvtr. & Merc. Co.

Moundridge, Kan.—J. W. Krehbiel remains pres. of this company. Carl C. Krehbiel is the present mgr.—Moundridge Mlg. Co.

Ardell (Kinsley p. o.), Kan.—Farmers Co-op. Co. is not going in with anybody as reported until they have a crop.—Offerle Grain & Supply Co.

Baxter Springs, Kan.—A new warehouse is being built by the Stauffer-Cammack Grain Co. here just north of its mill and elvtr.

Liberal, Kan.—The Home Elvtr. Co., incorporated for \$12,000 purchased the Bolin Hall elvtr. and is now operating it.—C. N. Bidwell, mgr.

Leona, Kan.—George Ebeling, mgr. of the Farmers Union, was instantly killed when his machine was stalled on a railroad crossing recently.

Mineral, Kan.—The Cherokee County Farmers Union has leased and is operating elvtrs. at Sherwin, Hollowell, Star Valley, Crestline and Neutral.

Tecumseh, Kan.—The elvtr. recently opened here by J. J. Merrilat and Hugh A. Ralston will be operated under the name of the R. & M. Grain Co.

Esbon, Kan.—Jack Bane recently resigned his position as mgr. of the Farmers Union Elvtr. Co. and is now located at Atchison as a grain inspector.

Radium, Kan.—The elvtr. here of the Midwest Grain Co. of Hutchinson was struck by lightning on Aug. 6, and quite badly damaged. There was no fire.

Elkhart, Kan.—The Probst Grain Co. sold its property here to the L. H. Pettit Grain Co. of Hutchinson, and Mr. Cook is acting as agt.—R. A. Ely.

Salina, Kan.—The report that we are going to build elvtrs. at Falun and Assaria is erroneous.—Western Star Mill Co., F. O. Jones, general mgr.

Hutchinson, Kan.—The Kansas State Grain inspection dept. has taken over and will operate the Central Laboratories and will furnish protein tests.

Pontiac, Kan.—The elvtrs. of L. H. Powell & Co. at this place and at De Graff which were closed because of the car shortage, were reopened on Aug. 11.

Abilene, Kan.—The Security Flour Mills Co. recently awarded contract for the erection of additional concrete storage space having a capacity of 80,000 bus.

Montezuma, Kan.—A new air-blast car loader has been installed in the plant of the Farmers Grain & Lumber Co. of which Jake Thompson recently became mgr.

Anthony, Kan.—Ira Schwindt resigned as mgr. of our elvtr. and J. D. Grove, formerly of Attica is our new mgr.—Anthony Farmers Co-operative Elvtr. Co.

Minneapolis, Kan.—Albert Taylor has purchased a half interest in the Wolfersperger elvtr. which will hereafter be known as the Wolfersperger Elvtr. Co.

Scranton, Kan.—The engine house of the Farmers Co-op. Elvtr. Co. was slightly damaged by fire Aug. 12. F. E. Michael's elvtr. at this place was also burned on July 19.

Satanta, Kan.—The Pettit Grain Co. has purchased the Davis Grain Co. elvtr. and Mr. Huffman of Plains will be in charge, succeeding Junior Davis who will attend college this winter.

Sterling, Kan.—A complete laboratory analysis equipment, by which wheat will be tested, has been installed in the plant of the Arnold Madaus Mlg. Co. Earl Olmstead will be in charge as chemist.

Clyde, Kan.—The Golden Belt Grain & Elvtr. Co. has temporarily suspended business at this place and I am engaged in buying grain for the Topeka Grain Co. of Topeka.—L. P. Jones.

Clay Center, Kan.—J. D. Snell, well known as a miller and grain dealer in this part of Kansas, and a member of the Snell Mill & Grain Co., died Aug. 14, after being ill for some years.

Webber, Kan.—We understand that the Bossemeyer Grain Co. intends to rebuild its elvtr. which burned a short time ago.—Jewell County Farmers Union Co-op. Ass'n, C. C. Bishop, mgr., Mankato, Kan.

Garfield, Kan.—The elvtr. here of the Kansas Grain Co. has been purchased by Fred Cooper, who operated the plant under a lease about two years ago. Mr. Cooper will have the plant repaired before opening for business.

Great Bend, Kan.—Concrete for the ten tanks of the new plant of the Walnut Creek Mlg. Co.'s new 275,000-bu. elvtr. is being poured. An old steel tank near the mill is being used for storage purposes by the company at the present time.

Hutchinson, Kan.—H. C. Merton, formerly mgr. of the Wellsford Grain Co. of Wellsford, has accepted a position with the Farmers Co-op. Commission Co. here. Geo. Lee is now mgr. of the Wellsford Grain Co.—Farmers Co-op. Co., Haviland, Kan.

Wellington, Kan.—J. C. Conley of Wichita, who purchased the Romine Mill from receivers of that company will re-open the plant as the Sumner County Mlg. Co. with Mr. Hicks in charge. Mr. Hicks was formerly in charge of the Drury Mills.

Salina, Kan.—We have begun erection of a reinforced concrete grain elvtr. with a capacity of 300,000 bus. which will be located east of our mill building and south of our present elvtr. The excavation has been completed and the piles are being driven.

Anthony, Kan.—Please change my address from Attica to Anthony. I am taking charge of the Anthony Farmers Co-op. Elvtr. Mr. Swint goes to Whiteside and Mr. Bieberstein takes charge of the Attica Farmers Union Co. Ass'n at Attica.—J. D. Grove.

Wichita, Kan.—Paul R. Bailey has discontinued his connection with the Munn Brokerage Co. of Enid, Okla., and will hereafter be associated with the Larabee Flour Mills Corp. At the present time he is convalescing from an operation for appendicitis.

Jamestown, Kan.—A. C. Falon, pres. and mgr. of the Lindsborg Mill & Elvtr. Co. which was burned recently, is planning the erection of a concrete, fireproof elvtr. to be in readiness before next summer's harvest. The fire was erroneously reported as at Jamesport.

Minneapolis, Kan.—Ralph Feather, an employee of the Farmers Elvtr. Co. was killed a short time ago while attempting to put on a chain without throwing off the clutch. His clothing was caught in the machinery, both limbs were broken and one arm torn off.

Larned, Kan.—The mill and elvtr. of the Bowen-Romer Mlg. Co., recently placed in the hands of a receiver, have been leased by the Bowen-Oglesby Milling Co. The latter company is interested in a line of flour and feed stores in Arkansas, one of its principal places of business being at Fort Smith.—L.

Topeka, Kan.—The Kaw Mlg. Co. has been reorganized and its application for a new charter as a foreign corporation was granted Aug. 15. It now has an authorized capitalization for Kansas of \$100,000. Officers are: W. H. Davis, pres., Paul B. Sweet, vice-pres., F. C. Kath, treas., D. R. Hite, sec'y and J. F. Baldwin, general mgr. and assistant treas.

Cuba, Kan.—On Apr. 12, 1921, I sold the elvtr. here under contract to the Associated Mill & Elvtr. Co., then of Kansas City, Mo., now in the hands of a receiver. They paid part of the purchase price at time of making the contract and I was to retain title and possession until June, 1921, when they were to make another payment and take possession. They failed to make any further payments, therefore never took possession of the property. I keep a mgr. and handle grain at this elvtr. and have headquarters at Fairbury, Neb.—O. Vanier.

## KENTUCKY

Barlow, Ky.—I have just built a small elvtr. and am contemplating installation of machinery.—J. P. Page.

Elizabethtown, Ky.—The Quaker Feed Co. has been incorporated for \$6,000 to deal in flour and feed. Incorporators: E. C. Eberts, La Rue Coffey and C. H. Everitt. Mr. Eberts was in the grain business at Louisville some years ago.

New Haven, Ky.—The mill property of the New Haven Mill Co. has been sold to Joseph F. Boone, who has since sold a half interest in the property which consists of the mill, elvtr., warehouse and residence, to Howard Mather for the sum of \$3,062.50. Mr. Mather will conduct the mill.

Lexington, Ky.—The Dunn Wheat Co. has been incorporated for \$100,000 by J. T. and J. H. Dunn, W. B. Maynard, Dr. F. J. Juett and J. T. Carles, all of Lexington, John R. Caine, Dayton, O., and John J. Phillips, Fresno, Cal. This was erroneously reported as at Lexington, O., recently.

## LOUISIANA

De Ridder, La.—We opened a branch house here July 1.—Shreveport Mill & Elvtr. Co., Shreveport, La.

Shreveport, La.—We are installing a new oat elevator, with unloading machinery, that will enable us to handle cars more quickly.—Shreveport Mill & Elvtr. Co.

New Orleans, La.—About the end of February the name of this firm was changed to the Langenberg Grain Co. because this title more fitly describes our business.—Langenberg Grain Co.

## MARYLAND

Baltimore, Md.—John Sonderman and Frederick G. Bucking were elected to membership in the Chamber of Commerce, Aug. 14.

Baltimore, Md.—A membership in the Chamber of Commerce has been applied for by Stanley G. Erdman, local mgr. of the Pillsbury Flour Mills Co.

Baltimore, Md.—The Western Maryland R. R. will add 2,000,000 bus. reinforced concrete storage bins to its fireproof elvtr. Plans and specifications are being prepared by Jas. Stewart & Co.

Baltimore, Md.—Storage Annex No. 3 of the Northern Central Elvtr. is nearing completion. This unit consists of 96 reinforced concrete tanks and the interstice bins will give 1,350,000 bus. additional storage. The work is being done by Jas. Stewart & Co.

## MICHIGAN

Marshall, Mich.—Plans to incorporate the Farmers Elvtr. Co. are being made.

Monroe, Mich.—Louis Santchi is now in charge of our elvtr. here.—Amendt Mlg. Co.

Coldwater, Mich.—Lon Burrows is now in charge of our elvtr. here.—Amendt Mlg. Co.

Bailey, Mich.—An elvtr. was opened for business here recently with Gerald Van Vleet in charge.

Edwardsburg, Mich.—An air blast car loader has been installed in the plant of Carpenter & Carlisle.

Lapeer, Mich.—The Commercial Mlg. Co. is remodeling its elvtr. warehouse and installing new machinery.

Pewamo, Mich.—The elvtr. being erected for James Davern & Sons is nearing completion. It will be electrically driven.

Pompeii, Mich.—The elvtr. of Geo. L. Jessop & Co. has been taken over by Chatterton & Son of Lansing, Mich.—Smith G. Young, receiver.

Flint, Mich.—A new elvtr. will be built by J. P. Burroughs & Co., who have let contract for the house, which will cost approximately \$40,000.

Allegan, Mich.—J. H. Fairfield, pres. died March 27. New officers are: Edward Horan, Sr., pres., Guy Fairfield, sec'y and Willis Harvey, treas. and mgr.—Allegan Mlg. Co.

Charlevoix, Mich.—The Charlevoix Farmers Co-op. Ass'n has purchased the Charlevoix Elvtr. from Chatterton & Son for the sum of \$8,000.

Lansing, Mich.—Chatterton & Son have discontinued their grain jobbing department to confine their efforts to the merchandising of beans.



Lansing, Mich.—Robert Ryon has organized the Ryon Grain Co. with offices in the Oakland Bldg. He was formerly connected with Chatterton & Son here.

Marine City, Mich.—We are installing a feed mill and will equip all elvtrs. to hand pick all of the beans that we purchase.—Marine City Farmers Co-op. Elvtr. Co., L. Thomas, mgr.

Sandusky, Mich.—The Bad Axe Grain Co. has purchased the elvtr. here, formerly operated by the gleaners, and George Young, who was recently transferred from St. Louis, Mich., will be in charge.

Breckenridge Mich.—The Ithaca Roller Mills have purchased the elvtr. of Crawford & Co. and will operate it under the name of the Breckenridge Bean & Grain Co. Edward Crawford will be in charge.

Hemlock, Mich.—The Hemlock Elvtr. Co. was discontinued two years ago and is now owned and operated by Chas. Wolohan, Inc., Joseph McMullin, mgr. Our general offices are now in Saginaw, having been located there about one year.—Chas. Wolohan, Inc., per Chas. Wolohan.

Jackson, Mich.—Our newly incorporated business will be a general wholesale and retail feed business; all kinds of feeding grains and mixed feeds carlots also, brokerage on gluten, beet pulp, etc. Cotton seed meal will be a specialty.—Mutual Grain & Feed Co., by C. J. Smith, sec'y.

Flushing, Mich.—The plant of the Farmers Elvtr. Co. was recently sold to Chatterton & Son of Lansing and the business will hereafter be conducted under the name Flushing Elvtr. Co. C. E. Laur will continue in charge, altho Alfred Phillips is expected to assume the management later.

MINNESOTA

Fertile, Minn.—An elvtr. is being erected here for Lee Bros. of Godfrey.

Vesta, Minn.—The Farmers Elvtr. Co. has increased its capital stock \$20,000.

Bongards, Minn.—A. J. Weir is again in charge of Bongards Equity Elvtr. Co.

Sacred Heart, Minn.—A. A. Mostue is the new owner and operator of the Miller Elvtr. Co.

Taunton, Minn.—The Atlas Elvtr. Co. has appointed J. R. Kjemhus as mgr. of its plant.

Starbuck, Minn.—V. F. Orth has been appointed mgr. of the Farmers Elvtr. Co. here.

Rothsay, Minn.—K. K. Peterson's elvtr. and contents were burned the latter part of July.

Appleton, Minn.—H. Johnson is the new mgr. of the plant of the Columbia River Elvtr. Co.

Emmons, Minn.—L. O. Bjorlie, formerly located at St. Peter, is now mgr. of the elvtr. here.

Chokio, Minn.—Melvin Elvester of Cyrus is the new grain buyer for the S. Stewart elvtr.

St. Paul, Minn.—The plant of the Tierney Elvtr. Co. was slightly damaged by fire Aug. 2.

Louisburg, Minn.—Paul Stensrud is the new mgr. of the elvtr. here of the Monarch Elvtr. Co.

Northtown (Minneapolis p. o.), Minn.—M. J. Kirsch is the new mgr. of the Bauer elvtr. here.

Parkers Prairie, Minn.—Thomas Lovaas is the new mgr. of the elvtr. of the Northland Elvtr. Co.

Halloway, Minn.—Frank Zimmerman will be in charge of the plant of the Monarch Elvtr. Co. here.

Tracy, Minn.—John R. Pryor has leased the Rialson elvtr. here and will do an elvtr. and coal business.

White Rock (Cannon Falls p. o.), Minn.—Mac Martinson is the new mgr. of the Farmers Elvtr. Co. here.

Tyler, Minn.—Utoft & Son have taken possession of the plant and business of the Taylor Grain Co.

Clinton, Minn.—The plant of the Miller Elvtr. Co., of which S. A. Holmer is mgr., has been reopened.

Lismore, Minn.—The 40,000-bu. elvtr. of the Farmers Elvtr. Co. was sold at public auction on Aug. 12.

Belview, Minn.—The Atlas Elvtr. Co. has reopened the elvtr. here and George Leslie will be in charge.

West Concord, Minn.—We have completed our warehouse and flour house, and will soon commence to build a coal house. Would like to erect an elvtr. shed if possible.—Farmers Elvtr. Co.

Hartland, Minn.—The Farmers Elvtr. Co. has appointed Louis Larson of Clarks Grove to act as mgr. of its plant.

Stewart, Minn.—The plant of the Empire Elvtr. Co. will be under the management of A. R. Kenske of Winthrop.

Franklin, Minn.—J. H. Anderson has purchased the elvtr. and coal sheds here of the Great Western Elvtr. Co.

Howard Lake, Minn.—David Custer has succeeded W. H. Fury as mgr. of the plant of the Farmers Co-op. Elvtr. Co.

Parkers Prairie, Minn.—L. G. Abraham of Dent has succeeded Thomas H. Knott as mgr. of the Farmers Equity Elvtr. Co.

Litchfield, Minn.—The plant of the Farmers Independent Elvtr. Co. was burned Aug. 5. It contained about \$6,000 in grain.

Bird Island, Minn.—We bot the Hilsberg elvtr. as reported and have built a feed mill and flour house.—Wm. Vander Hagan, mgr.

Fairmont, Minn.—The Rippe Grain & Mlg. Co.'s plant is being repaired. Work is being done by the Hickok Construction Co.

Delhi, Minn.—Conveyors will be installed in the plant of the Atlas Elvtr. Co. as well as other improvements.—Geo. Leslie, agt.

Red Wing, Minn.—The Red Wing elvtr. will be reopened Sept. 1 under the management of J. E. Danielson who has leased the plant.

Douglas, Minn.—We are building a warehouse to our elvtr. for the handling of flour and feed.—Louis Hanson & Co., H. E. Braum, mgr.

Pine Island, Minn.—The plant of the Atlas Elvtr. Co. has been purchased by the R. E. Jones Co. and Archie Rose will be in charge.

Olivia, Minn.—C. E. Johnson of Minneapolis will open the elvtr. of the Crown Elvtr. Co. which is being remodeled at the present time.

Elrosa, Minn.—James J. Butkofski has charge of the elvtr. now, succeeding H. Sieken who has moved to Zeeland, N. D.—Belgrade Flour Mills Co.

Twin Valley, Minn.—E. B. Elide has resigned his position as mgr. of the Equity Elvtr. Co. of this place, and will hereafter be located at Comstock.

Franklin, Minn.—I bot the Pacific Elvtr. as reported, and it will be operated as the Mullin Grain Co. I will handle flour, feed and coal.—Hugh Mullin.

Annandale, Minn.—Andrew Mattson of Cokato is now with the Osborne McMillan Elvtr. Co. succeeding Harry Keene.—Farmers Co-op. Equity Elvtr. Co.

Porter, Minn.—G. O. Miller has purchased the Metcalf & Peterson elvtr. Mr. Miller owned this elvtr. about two years ago before Metcalf & Peterson took it over.

Kimball, Minn.—Gerhard Bergman, formerly with the Farmers Elvtr. Co. at Hankinson, N. D., is now in charge of the plant of the Osborn-McMillan Elvtr. Co. at this place.

Cambridge, Minn.—The Cambridge Produce Co. has leased the elvtr. formerly operated by the Nelson Co. and has opened it for business with R. J. Moody in charge as mgr.

Foley, Minn.—Henry Bettenforly has resigned his position as mgr. of the Foley Mlg. & Elvtr. Co. and will be succeeded by Albert Cairns of Crookston who assumes charge Sept. 1.

New Prague, Minn.—The headquarters of the International Mlg. Co. now located at this place, will be moved to Minneapolis. Offices in the Flour Exchange have been secured.

Marshall, Minn.—I have become associated with the Froedtert Grain & Maltng Co. of Milwaukee, as reported, and will open a branch office at this place, Sept. 1.—Guy Blanchard.

Sleepy Eye, Minn.—The Sleepy Eye Flour Mill, a branch of the Kansas Flour Mills Co. which has been closed, will not be reopened. The machinery in the plant is being shipped to Kansas City, Kan.

Walnut Grove, Minn.—C. H. Ahlfs of Raymond, S. D., purchased the plant of the Farmers Elvtr. Co., which was sold at auction on July 25 for the sum of \$6,755. Mr. Ahlfs will continue the business.

Faribault, Minn.—E. B. Murphy, who until recently was connected with E. S. Woodworth & Co. of Minneapolis, has been appointed mgr. of the Farmers Co-op. Elvtr. Co. to succeed Howard Dickey, who died a short time ago, the result of an automobile accident.

Elk River, Minn.—An elvtr. and feed plant is being erected for the Morgan Elvtr. Co. which will contain ten grain and screening bins having a capacity of 12,000 bus. The plant was designed by the Hickok Construction Co.

Elmore, Minn.—We put in a new dump, 10-ton scales and repainted and overhauled both elvtrs. thruout. The new mgr. is S. O. Leslie, who traveled Minnesota for Lamb, McGregor & Co., for several years.—Farmers Elvtr. Co.

Madison, Minn.—The Great Western Elvtr. Co. has promoted F. D. Keenan of St. James to the position of traveling auditor. Mr. Keenan, who has been with the company for about 17 years, will have his headquarters at this place.

Ceylon, Minn.—O. L. Shively, mgr. of the Farmers Elvtr. Co., and recently arrested on a charge of embezzlement, will be tried by the district court in October. Shively was released on \$2,000 bonds. The company writes that D. C. Pasley, sec'y of the company, is temporary mgr.

Hastings, Minn.—Nicholas Maing, who has been engineer of the King Midas Mlg. Co. for the last ten years, was killed Aug. 15 when his clothing caught in a pulley as he was working in the engine room. His body was crushed and both limbs broken. Mr. Maing was 55 years old, and is survived by his widow, five daughters and two sons. He was injured about 7 a. m., and died almost ten hours later.

Freeport, Minn.—Thelen Bros., proprietors of the Freeport Roller Mills, have awarded contract for the erection of a 15,000-bu. elvtr. which will be equipped with a single leg, electrically driven at the head and equipped with a 1,000-bu. Richardson Automatic Scale in the cupola, manlift, 16 foot 10-ton dump scale with the auto and wagon air lift and a grate. A spiral conveyor will transfer the grain from car to elvtr. pit, and warehouse will also be erected. The plant will be erected on a reinforced concrete foundation, and the sides and roof will be covered with galvanized steel. Contract was awarded to the Hickok Construction Co.

DULUTH LETTER.

Duluth, Minn.—J. C. Wyman and F. B. Getchell have been elected to membership in the Board of Trade.

K. S. Bagley, who recently became a member of the Board of Trade, has accepted a position with A. D. Thomson & Co.

Duluth, Minn.—S. C. Harris, vice-pres. of Cross, Roy & Saunders of Chicago, has purchased a membership in the Board of Trade here.

J. C. McKindley has been appointed to be in charge of offices here of the Hansen Produce Co. of New York, and he will open an office in the Board of Trade Building.

J. C. Wyman, of McDonald, Wyman & Co., of Minneapolis, has purchased the membership of N. R. Olson in the Board of Trade. F. B. Getchell of the Van Dusen-Harrington Co. has also become a member.

MINNEAPOLIS LETTER.

C. C. Austin has severed his connection with Nye, Jenks & Co. and will hereafter be associated with C. C. Wyman & Co.

The Brown Grain Co. has increased its capital stock from \$100,000 to \$500,000. The limit of liability was also increased from \$500,000 to \$2,000,000.

The Clarx Mill, formerly operated by the Clarx Milling Co., has been sold to Hans Sorenson, who will operate it in connection with his father and brother.

H. E. Hughes will hereafter be connected with the International Grain Co., to merchandise coarse grains. He was formerly with the Van Dusen Harrington Co. and the Brooks Elvtr. Co. of this city.

MISSOURI

St. Joseph, Mo.—It has been reported that operators of the Valley Grain Co. have left for parts unknown.

Raymore, Mo.—The plant here of James W. Kenemer has been taken over by the Graham Grain Co. of Urich.

Sarcoie, Mo.—The Farmers Elvtr. Co. is now buying for the McDaniel Mlg. Co. of Carthage.—Henry Sabert, mgr.

Clinton, Mo.—John O. Winn has become associated with the mill of the Larabee Flour Mills Corp. as wheat buyer.



Stockton, Mo.—The mill and elvtr. of the Stockton Mills was burned recently.—Collins Roller Mills Co., J. W. Kelley, mgr.

Mound City, Mo.—Henry Combs is now mgr. for O. W. Long, operating the elvtr. recently purchased from the Mound City Mill & Elvtr. Co.

Bowling Green, Mo.—The mill of the Hume Mfg. Co. operated by Harry and Edwin Hume, was burned Aug. 5. The company also operates an elvtr.

Charleston, Mo.—We are not operating the mill at present but expect to do so within a short time. We are having the rolls recorrugated and reground.—Mississippi County Elvtr. Co.

Ewing, Mo.—We are just completing a 14,000-bu. cribbed elvtr. that has been equipped with an F-M Engine, Kewanee Truck Lift, automatic scale and grain cleaner.—Farmers Elvtr. & Exchange Co., R. L. Phillips, mgr.

St. Louis, Mo.—A nominal quotations com'te has been formed by the Merchants Exchange, whose purpose is to determine each day nominal prices for all grain, hay and feedstuffs traded in, for which no cash trades are made. The object is to establish a price when there are no bids and offers close enough to make such. Those on the com'te are C. S. Kenney, L. P. Cook and Lee D. Jones.

## KANSAS CITY LETTER.

Walter Warren will travel for the Rocky Mountain Grain & Commission Co., which recently opened an office here.

We have purchased a membership in the Board of Trade and are now located at 439 Gibraltar Bldg.—Wallingford Bros.

Joseph H. Hollister, who recently became a member of the Board of Trade, is now associated with the Stephen H. Miller Grain Co.

The M. K. & T. Ry. has let the contract to Jas. Stewart & Co. for plans for a reinforced concrete elvtr. to be operated by Fred and Paul Ullman.

I consolidated my interest in the McCoy-Thomas Grain Co. with the Twidale-Wright Grain Co. Aug. 1. F. W. McCoy is now doing business under his own name.—O. C. Thomas.

J. S. Hart of the Kansas State Grain Inspection Buro, is planning to have a laboratory for protein tests of wheat open by Sept. 1. He will make 100 tests simultaneously, and the cost per test will be about 40 cents compared with the charge of 75 cents by private laboratories.

Work has been started on the 500,000-bu. addition to the Wabash Elvtr. of the Nye & Jenks Grain Co. and it is expected to be in readiness some time in November. The Folwell Ahlskog Co. has the contract. This is the plant formerly operated by the Barnes-Piazzek Co., which was dissolved.

The Kansas Flour Mills Co., which is planning the erection of an up-to-date mill and elvtr., has awarded contract to the Burrell Engineering & Construction Co. for the plans only, and contractors will be asked to bid on the Burrell Co.'s plans, and also on their own plans. The contract for building is expected to be awarded in about three weeks.

## MONTANA

Laurel, Mont.—The Denio Mfg. Co. is now managed by Roy Redhair of Sheridan.

Dodson, Mont.—William Andrus has reopened the Imperial elvtr. here. He operated it last year, also.

Denton, Mont.—P. L. Lizie has succeeded Lee Waldon at the elvtr. of the Gallatin Valley Mfg. Co.—W. H. Gallup.

Virgelle, Mont.—The Fisher Flouring Mills Co.'s elvtr. and warehouse were burned recently, the fire starting from a stroke of lightning.

Frazier, Mont.—B. W. Bronson of Glasgow has succeeded John Goodman as mgr. of the Imperial Elvtr. Co. Mr. Goodman will be located at Gilford.

Hatton, Mont.—Elmer Asking and R. Dean have purchased the plant of the Great Western Elvtr. Co. and are remodeling it into a potato warehouse.

Moccasin, Mont.—The State Elvtr. Co. of Cascade will operate the plant of the Farmers Elvtr. Co. under lease, and W. W. White will be in charge.

Plentywood, Mont.—George Lindgren, who has been in business at Richey for the last six years, will assume charge of the plant of the International Elvtr. Co. at this place, succeeding Mgr. Milligan.

Grass Range, Mont.—The Independent Elvtr. Co. has been merged into the Montana & Dakota Grain Co., but George Wright will continue in charge. M. J. Dunn of Minneapolis is the principal owner.

Hardin, Mont.—The Farmers elvtr. here owned by the Montana Grain Growers, has been reopened and will be operated by the Northern Grain & Warehouse Co. of Portland, Ore. C. A. Wolcott will continue in charge.

Wolf Point, Mont.—A 10-ton Fairbanks Scale with a single auto and wagon air lift and a grate have been installed in the plant of the Montana & Dakota Elvtr. Co. Work was done by the Hickok Construction Co.

Jefferson Island, Mont.—We have purchased the elvtr. here formerly owned and operated by the Montana Grain Growers. Thomas M. Sheehan will be in charge of the plant.—Gary Hay & Grain Co., John P. Gary, mgr., Bozeman, Mont.

Helena, Mont.—The Montana Grain Growers of which J. G. Crites is receiver, have succeeded in making a total decrease of \$162,200 in their liabilities. It is now believed, considering this decrease and the fact that the elvtrs. have been leased for the ensuing year at a figure that may pay the expense of receivership, that more than 71.92% will be available for unsecured creditors.

Great Falls, Mont.—Grain and feed handling facilities of the mill here of the Montana Flour Mills Co. of Lewistown are being increased by the erection of a 35,000-bu. elvtr. and working house. The bins of the structure have been erected overhead, and it is equipped with two legs, cleaners and feed mill, all motor driven, a Richardson Automatic Scale, Fairbanks Dump Scale and conveyor. Contract was awarded to the Hickok Construction Co.

## NEBRASKA

Nacora, Neb.—The Voss elvtr. was burned recently.

Gibbon, Neb.—The W. M. Ross elvtr. has been rebuilt.

Riverdale, Neb.—Ray Elliott has become mgr. of the Farmers Elvtr. Co.

Scotia, Neb.—The Scotia Grain & Supply Co. is now known as the Scotia Grain Co.

Beatrice, Neb.—Black Bros., elvtr. operators and millers, are remodeling their mill.

Bradshaw, Neb.—The Gilbert Grain Co. has leased the elvtr. here of the Currie Grain Co.

Douglas, Neb.—A 10-h. p. engine was recently installed in the plant of the Farmers Elvtr. Co.

Cotesfield, Neb.—C. H. Ender is temporarily employed as mgr. of the plant of the Farmers Elvtr. Co.

Primrose, Neb.—M. G. Randsdell has been transferred by the T. B. Hord Grain Co. from Tamora to this place.

Swanton, Neb.—L. F. Ellermeier has equipped his elvtr. with an Ellis Grain Drier having an hourly capacity of 250 bus.

Holdrege, Neb.—The Holdrege Grain Co. recently opened for business in the elvtr. formerly occupied by W. M. Bruce.

Milligan, Neb.—The B. Koehler Co. has leased the elvtr. of the Milligan Farmers Co-op. Ass'n, of which Frank Krisl is mgr.

Wynot, Neb.—D. Boyson of Paullina, Ia., has succeeded G. E. Sanberg as agent for the St. Anthony & Dakota Elvtr. Co.

Nickerson, Neb.—The elvtr. here has been reopened by the Crowell Lumber & Grain Co. and R. H. Cole will be in charge.

Odell, Neb.—Jake Gohring, mgr. of the Farmers Elvtr. Co. and Miss Lillian Moran of Omaha, were married a short time ago.

Broadwater, Neb.—A steel grain bin with a capacity of 1,800 bus. was recently purchased by the Farmers Union Co-op. Ass'n.

Oxford, Neb.—The Kellogg Grain Co. has discontinued the handling of coal, and has leased its coal sheds to L. M. Baumgart.

Palisade, Neb.—The Shannon Grain Co. plans to install a dump and do some repainting.—Palisade Equity Union, J. J. Newman, mgr.

Belvidere, Neb.—Please change my address from Edgar, Neb., to this place.—A. G. Burruss.—Mr. Burruss owns an elvtr. at Edgar

Omaha, Neb.—J. S. Bache & Co. of Chicago, have moved their offices here from the Grain Exchange to the Omaha National Bank Bldg.

Elk Creek, Neb.—The Farmers Co-op. Ass'n has completed its new elvtr. which was being erected to replace the one burned a short time ago.

Hamlet, Neb.—Reports are that the F. C. Krotter Co. will build an elvtr. here.—Palisade Equity Union, J. J. Newman, mgr., Palisade.

Snyder, Neb.—The plant of the Farmers Union Mfg. & Grain Co., which has been closed for overhauling, was opened for business recently.

Orchard, Neb.—S. B. Whitmore, mgr. of the Farmers Union Co-op. Ass'n, has resigned that position and will engage in business for himself at Wayne.

De Witt, Neb.—R. T. Cooper is mgr. of the elvtr. we leased from Henry Pohlman.—Black Bros.—Erroneous reports stated that Ed. Stomper was in charge.

Ceresco, Neb.—I am now connected with and have assumed the management of the grain, lumber and coal business of the Latta Grain Co.—Gus. Johnson.

Leshara, Neb.—Thieves broke into the implement building of the Farmers Elvtr. Co. and helped themselves to about \$300 in automobile tires, tubes and accessories.

Venango, Neb.—Members of a farmers' union have purchased the Venango Equity Exchange Elvtr. and will operate it under the name of the Farmers Co-op. Grain Co.

Omaha, Neb.—Roy Swensen has become associated with the Nye-Schneider-Jenks Co., having severed his connection with the Washburn-Crosby Co. of Minneapolis.

Dalton, Neb.—C. A. Baker and John Pelster have purchased the Panabaker elvtr. and the business will be conducted under the name of the Dalton Grain Co. Mr. Baker will be in charge.

Battle Creek, Neb.—I am improving my elvtr. by installing a Hall Distributor, a cast iron elvtr. boot, a new 15-inch 5-ply rubber belt with 6x14-inch steel buckets and such other repairs as are necessary.—H. E. Reavis.

Palmer, Neb.—We are not intending to do any grain business at present or in the near future. This ass'n is doing retail business in general merchandise at present and is not connected with the present Farmers Grain & Coal Co.—Farmers Union Co-op. Ass'n.—This company was incorporated a short time ago for \$25,000.

## NEW ENGLAND

Chester, Vt.—The warehouse of W. L. Ware & Co., grain dealers, was burned Aug. 10. The loss amounted to between \$15,000 and \$20,000, which is partly covered by insurance.

Portland, Me.—Directors of the Port of Portland have awarded contract to M. A. Long & Co. for the erection of the grain conveyor and gallery and sheds of the new state pier.

Boston, Mass.—Referee in Bankruptcy Walter E. Stevens for the Hoosac Valley Coal & Grain Co. of North Adams, has decided that the Bell, Mitchell Co., grain brokers, is entitled to dividends on a claim of \$12,142.85 against the Hoosac Co.

Waterville, Me.—The elvtr. of the Merrill & Mayo Co. burned Aug. 16. Loss, \$25,000. The plant contained 14,000 bus. of oats and 16,000 bus. of corn; 1,000 tons of mixed feeds and 1,000 bbls. of flour which were stored in an adjoining building, were damaged by water. The fire is believed to have started from an overheated box in the basement.

Boston, Mass.—The Charles M. Cox Co., together with grain companies of Vermont and Massachusetts, held an annual conference at Brattleboro, Vt., the early part of August, during which a banquet was served to 86 employees and their wives. A reception, entertainment and golf match were also given, followed by a clambake, which closed the conference.

## NEW JERSEY

Newark, N. J.—The reinforced concrete elvtr. being erected for the Pittsburgh Plate Glass Co. by Jas. Stewart & Co., will have storage room for 350,000 bus. of flax seed.



## NEW MEXICO

Las Cruces, N. M.—The Mesilla Valley Products Co. will hereafter be known as the Valley Products Co.

Clayton, N. M.—Our new elvtr. is expected to be ready to receive grain about the 10th of September.—Four States Seed & Grain Co.

Portales, N. M.—A. G. Troutt has bot the elvtr. here formerly owned by J. C. Crume. The business will be operated as the A. G. Troutt Grain Co. Mr. Troutt was formerly mgr. and partner in the Portales Brokerage & Commission Co.—Robert Stone Grain Co., Clovis.

## NEW YORK

Manchester, N. Y.—James Hosey is contemplating the erection of an elvtr.

Phelps, N. Y.—A 40,000-bu. elvtr. is being erected at this place for Dailey Bros., whose headquarters are located at Rochester.

Buffalo, N. Y.—The home of Edwin T. Douglass, mgr. of the Concrete-Central Elvtrs., was damaged to the extent of \$13,000 by fire on Aug. 14.

Syracuse, N. Y.—The New York State Hay & Grain Dealers Ass'n held its seventeenth annual convention at the Onondaga hotel, Syracuse, Aug. 24 and 25.

Buffalo, N. Y.—The marine tower and the scale room of the American Elvtr. & Warehouse Co. were burned Aug. 8, causing a \$25,000 loss. The fire is believed to have started from defective wiring.

Groveland, N. Y.—The courts have granted Henry B. Curtiss, receiver for Ewart & Lake, an order which will allow him to borrow \$20,000 with which to carry on the business. The company deals in wholesale and retail feed, grain and seeds.

New York, N. Y.—Wm. J. Brainard has resigned his position as pres. and director of Brainard, Leverich & Hatch, Inc., and has been succeeded by Louis G. Leverich. The company, which operates the Clark & Allen elvtr. here, will hereafter be known as Leverich & Hatch, Inc. Joseph Hatch acts as vice-pres. and treas.

Brooklyn, N. Y.—Charles R. Davis, formerly connected with the International Grain Elvtr. Co., died a short time ago. Mr. Davis, who is survived by a son, four grandchildren and three great grandchildren, was a resident of this city for more than 60 years and was with the International Co. for about 30 years. He had retired.

## NORTH DAKOTA

Bottineau, N. D.—T. T. Strom has leased the Dana elvtr. at this place.

Lawton, N. D.—The Independent Elvtr. is being repaired and improved.

Portland, N. D.—D. Sparrow has succeeded C. A. Dahl as agent for the Farmers Elvtr. Co.

New Leipzig, N. D.—Ed. Schoenfeld is now in charge of the elvtr. of the Kellogg Commission Co.

Cando, N. D.—L. W. Westen has succeeded Ely Harris as mgr. of the Farmers Co-op. Elvtr. Co.

Park River, N. D.—S. F. Wilson of Leeds recently bot an elvtr. at this place which he will operate.

Michigan, N. D.—H. E. Campbell's elvtr. is now under the management of B. E. Newhouse of Warwick.

Valley City, N. D.—The Farmers Co-op. Elvtr. Co. has equipped its plant with a 10-ton Fairbanks Scale.

Rock Lake, N. D.—The Farmers Elvtr. Co. has purchased the South elvtr. of the Rock Lake Farmers Elvtr. Co.

Dickey, N. D.—The elvtr. here of the Andrews Grain Co. has been reopened and B. A. Eaton will act as buyer.

Fessenden, N. D.—Robert Smith has leased the Garver elvtr. from T. L. Beiseker and Tony Haas has been appointed buyer.

Montpelier, N. D.—An annex will be erected to the elvtr. of the Farmers Elvtr. Co. and new scales will also be installed.

Calvin, N. D.—The plants of T. A. Brann and the Imperial Elvtr. Co. which have been closed for a number of years, will be reopened in the near future.

Church's Ferry, N. D.—T. H. Thoreson of Silva, has been appointed agt. for the St. Anthony & Dakota Elvtr. Co. here.

Maza, N. D.—B. M. Harvey has succeeded James Wiltse as agent of the plant here of the Great Western Grain Co. of Minneapolis.

Greene, N. D.—The Farmers Elvtr. Co. has been incorporated for \$25,000 by Chas. Dockter, A. E. Adamson and Hugh McTaggart.

Dodge, N. D.—The plant of the Farmers Co-op. Elvtr. Co., which was recently overhauled, was slightly damaged by lightning recently.

Dawson, N. D.—The report that we increased our capital stock is not true. Increase \$10,000 paid in.—Southside Farmers Union, Inc., D. S. Hough, mgr.

Honeyford, N. D.—H. J. Jorgenson, formerly mgr. of the Farmers Co-op. Elvtr. Co. of Knox, has assumed charge of the plant of the Farmers Elvtr. Co. here.

Grand Forks, N. D.—B. L. Simmons, formerly of Duluth and Minneapolis, Minn., has been appointed mgr. of the elvtr. unit of the state mill and elvtrs. here.

Merricourt, N. D.—The partnership of George Gackle and Peter Billigmeier in elvtrs. here and at Kulm, has been dissolved. Mr. Gackle will continue the business.

La Moure, N. D.—Our new manager's name is A. Benson.—Equity Co-op. Exchange.—Mr. Benson succeeds J. A. Frank, who recently purchased the Downing elvtr.

Mandan, N. D.—A new foundation is being built under the elvtr. annex of the plant of the Russell Miller Mfg. Co. The Hickok Construction Co. is doing the work.

Sanborn, N. D.—The plant here which the Woodworth Elvtr. Co. of Minneapolis, recently purchased from N. J. Olson & Sons, is being repaired by the Hickok Construction Co.

Linton, N. D.—The Farmers Elvtr. Co. is installing a new motor drive in its plant in addition to other repairs. Contract for the work was awarded to the Hickok Construction Co.

Dresden, N. D.—A 10-ton Fairbanks Scale and a dump will be installed in the plant of the Independent Elvtr. Co. Contract for the work was awarded to the Hickok Construction Co.

Maxbass, N. D.—The elvtr. of the Imperial Elvtr. Co. has been reconstructed and reopened for business. The plant had been damaged by a tornado. Work was done by the Hickok Construction Co.

Hamberg, N. D.—The Farmers Elvtr. Co. was turned over to the Equity Co-op. Exchange Aug. 12. Harry Dunham has retired and W. M. Thompson has gone in as the new mgr. of the Equity.—W. J. Dargau.

Parshall, N. D.—Our former mgr., E. E. Robideaux, has been re-hired for next year.—Rahall Farmers Co-op. Elvtr. Co.—It was reported that Roy Fraught recently became mgr. of the plant for this year.

Hannaford, N. D.—N. J. Olson & Sons have sold out their elvtr. here to the Woodworth Elvtr. Co. of Minneapolis, as reported. I am agt. here.—Leo E. Olson.—The Hickok Construction Co. is repairing the plant.

Binford, N. D.—N. J. Olson & Sons' elvtr. here has been sold to the Woodworth Elvtr. Co. of Minneapolis, as reported.—Woodworth Elvtr. Co., J. M. Paulson, agt.—Repairs on the plant are being made by the Hickok Construction Co.

Cooperstown, N. D.—The N. J. Olson & Sons elvtrs. have been sold to the Woodworth Elvtr. Co. of Minneapolis, as reported.—Woodworth Elvtr. Co., John Lindgren, agt.—Repairs on the plant are being made by the Hickok Construction Co.

Carrington, N. D.—We are in no way connected with the Hammer-Halverson-Breir Elvtr. Co. We bot its elvtr. and the name of the new firm is Hammer, Harris Grain Co.—Ely Harris.—This company was incorporated for \$25,000 recently.

Dodge, N. D.—J. H. Jenny has been succeeded as mgr. of the Farmers Co-op. Elvtr. Co. by O. J. Hultin, formerly with the Star Elvtr. Co. of this place. This fact was erroneously reported as at Dodge. S. D. Mr. Jenny has located at Rosholt, S. D.

Goodrich, N. D.—Fire destroyed the elvtr. of the G. Doering Grain Co.; same was struck by lightning. The loss was covered by insurance. The company has bot out the elvtr. of the Goodrich Grain Co. and will continue the business.—J. R. Doering, mgr.

Shepard (Cooperstown p. o.), N. D.—The N. J. Olson & Sons elvtrs. have been sold to the Woodworth Elvtr. Co. of Minneapolis, as reported. The elvtr. here will not be opened this year.—Woodworth Elvtr. Co., John Lindgren, agt.—The Hickok Construction Co. is repairing the plant.

Litchville, N. D.—The N. J. Olson & Sons elvtr. at this point was purchased by the Woodworth Elvtr. Co. of Minneapolis. I have been in charge of the Olson plant here for two years, and will be agent for the new concern.—Lewis Skagen.—Repairs on the plant are being made by the Hickok Construction Co.

Grand Forks, N. D.—Buell Simmons was appointed mgr. of the state owned elvtr. being erected here at a meeting held Aug. 11 of the North Dakota State Industrial Commission and the advisory com'te. The matter of flour mill management was also taken up at this meeting. One leg of the elvtr. is expected to be completed by October.

## OHIO

Westville, O.—The capital stock of the Westville Grain & Livestock Co. has been increased from \$20,000 to \$30,000.

Prairie Depot, O.—A new hay and grain firm has been established here which will be conducted under the name Pugh & Adams.

Antwerp, O.—We are residing and reroofing the elvtr. here, and also have put in a new cement floor in the basement.—Antwerp Grain Co.

Mt. Cory, O.—Our cleaner room has been painted as reported, and siding renailed.—Farmers Elvtr. & Exchange Co., per W. O. Smith.

Toledo, O.—The Central Grain Co. suffered a \$700 fire loss when its elvtr. was burned on Aug. 12, the fire starting from an overheated journal. Insured.

Cincinnati, O.—The Chamber of Commerce held its annual outing at Coney Island on Aug. 23. Motion pictures were taken of the various activities.

Rawson, O.—C. L. Parker has purchased the elvtr. here which was formerly known as the Rawson Mills. The Sneath-Cunningham Co. of Tiffin will operate the grain department.

Weyer (Sandusky p. o.), O.—The Weyer Elvtr. & Supply Co. elvtr. and equipment was sold Aug. 5 to D. J. Hacker & Co., who are operating it.—D. J. Hacker & Co., D. J. Hacker, mgr.

North Fairfield, O.—The North Fairfield Farmers Elvtr. Co. is in the hands of a receiver for the purpose of settling the affairs of the company and selling the plant.—T. K. Perry, receiver.—Mr. Perry was formerly mgr.

Eaton, O.—The \$15,000 concrete elvtr. being erected for the Eaton Farmers Equity Co. is rapidly nearing completion. The J. H. Musselman elvtr. which the company is operating at the present time, will be razed when the new plant is completed.

Toledo, O.—Earl D. Bloom, a member of the Produce Exchange and vice-pres. of the Randolph Grain Co., has been nominated for the office of lieutenant governor on the Democratic ticket. Mr. Bloom has already served in this position.

Dayton, O.—Morris Woodhull, owner of the Woodhull Grain & Seed Co., and well known in this industry, died at his home a short time ago at the age of 80 years. He was born in New York, but had resided in Dayton since he was 12 years old. In 1901, he was appointed to the Ohio State Board of Awards.

Tippecanoe City, O.—Pres. J. F. Detrick of the Detrick Grain & Mercantile Co., is one of the leaders in a "Pageant of Progress" in this city. Motion pictures of the industrial and social life have been filmed, and demonstrations, picnics and various informal gatherings to show the progressiveness of Tippecanoe City were held.

Shelby, O.—The Whole Wheat Products Co. has been incorporated for \$1,000,000 by J. M. Ziegler, W. J. Urdike, D. C. Robinson and S. D. Layton. The new company has purchased the plant of the Shelby Mfg. Co. and will combine its three factories into one, which will be used for the manufacture of whole wheat products. The Linn Products Co., the A. M. Tousey Co. and the Theoto Products Co. of Cleveland, and the Rushsylvania Flour Co. of Cincinnati will be moved to Shelby and included in the Whole Wheat Products Co.



Pleasant Bend, O.—The following are the names of the men who own the elvtr. and property (formerly operated by the Pleasant Bend Grain Co.), and now run the business under the name of the Clover Leaf Grain Co.: J. S. Royal, M. H. Wenzinger, Fred Koenig, P. L. Horning and John Brinkman.—W. F. Klear.

## OKLAHOMA

Reeding, Okla.—An air blast car loader has been installed in the plant of the Reeding Grain Co.

Canton, Okla.—We will improve our old house this fall or winter.—Kell Mlg. Co., O. H. Webster.

Rosston, Okla.—The Rosston Mlg. Co. has built a warehouse on its mill.—Sterling Grain Co., T. O. Spencer.

Pauls Valley, Okla.—The plant of the Pauls Valley Mlg. Co., of which Roy Cloar is mgr., is to be repaired and painted.

Imo, Okla.—The home of C. E. Kelly, formerly mgr. of the plant of the Imo Terminal Elvtr. Co., was burned recently.

Oklahoma City, Okla.—George Daniels has retired from the grain business and has given up his membership in the Grain Exchange.

Eldorado, Okla.—We have sold our elvtr. to O. V. Wood of this city.—Farmers Co-op. Ass'n.—The company may operate a portable elvtr. here.

Frederick, Okla.—The Chamber of Commerce is contemplating the installation of a fanning mill for the use of wheat growers in cleaning grain.

Texhoma, Okla.—The Light Grain & Mlg. Co. has awarded the contract for the erection of a plant at this place. It also has a plant at Guymon.

Rosston, Okla.—What was known as the White Grain Co. has been sold out to the Higgins Grain Co., of Shattuck.—Sterling Grain Co., T. O. Spencer.

Cleora, Okla.—The Pitts Wells Elvtr. Co. is not in business here as reported. The writer operates the only elvtr. here, owned by Worl & Dow and operated under the name Cleora Grain Co.—R. A. Armstrong, mgr.

Hammon, Okla.—The Hammon Mill & Grain Co. has been incorporated for \$50,000, with E. F. Commons as pres. and A. F. Sullins, sec'y and general mgr. A 50-bbl. mill will be installed and an elvtr. will be erected in connection with it.

Edmond, Okla.—The recently reorganized Edmond Grain Co. has elected J. B. Palmer, feed dealer here, mgr. and general superintendent of the elvtr. The company, which failed several months ago, was given a permit by the state banking board to reorganize.

Granite, Okla.—Palmer Briggs has been appointed general mgr. of the plants of the Farmers Elvtr. Co. here and at Mangum. He succeeds W. D. Mathews, who has been connected with the Oklahoma Wheat Growers Ass'n with headquarters at Enid.

Madill, Okla.—Fire, originating in the engine room of the Madill Grain & Elvtr. Co. on Aug. 4, burned the engine room building containing machinery, office and a part of the warehouse. Three box cars and 30,000 bus. of grain were also destroyed. Loss \$30,000, exclusive of the grain.

Shawnee, Okla.—We have just taken over this plant which is the successor of the F. & L. Flour, Feed & Seed Co.—Central Oklahoma Mlg. Co., W. F. McManus, pres.—Mr. McManus was recently located at Oklahoma City. He sold his membership in the Grain Exchange on coming to this place.

Lawton, Okla.—We have not succeeded the Lawton Grain Co. as reported. This company is an entirely different organization and none of the stockholders hold any stock in the Lawton Co. We have bot some equipment from the Lawton Co. and presume that is how the impression that we succeeded it arose. We have been organized since Jan. 1.—Western Grain Co., J. W. Russell, mgr.

John A. Whitehurst, pres. of the State Board of Agriculture, has been renominated to that position by the Democrats by a plurality of 27,000 votes. He carried every county but two in the grain belt and received a large percentage of Democratic votes among millers and grain dealers, having formerly been a miller.

The heavy plurality is regarded as a protest by citizens against the advocacy of state-owned mills and elvtrs. by the Farmer-Labor Reconstruction League, which had a candidate against Whitehurst.

## OREGON

Pendleton, Ore.—The Collins Flour Mills are now in control of the Pendleton Roller Mills. Both companies operate elvtrs.

Portland, Ore.—G. W. Gardner will engage in the grain commission business here. He was formerly mgr. of the Gallatin Valley Milling Co. at Great Falls, Mont.

Portland, Ore.—The Northern Grain & Warehouse Co. and E. A. Strauss & Co. have combined their business, altho the two companies will maintain identity as separate corporations. The Northern Grain & Warehouse Co. will have the prestige of the backing of the Strauss Co., which is capitalized at \$3,500,000. The latter company operates in London, New York and San Francisco and direct connection will be had with these places. The amalgamation now represents a capital of \$5,000,000.

## PENNSYLVANIA

Philadelphia, Pa.—Geyelin & Co., Inc., have been proposed for membership in the Commercial Exchange.

Mechanicsburg, Pa.—M. C. Dietz & Son, dealers in grain, feed and coal, have changed their name to M. C. Dietz & Sons.

Philadelphia, Pa.—The Philadelphia & Reading Railway Co. is planning to erect a 3,500,000-bu. terminal elvtr. at Port Richmond.

Philadelphia, Pa.—The International Mlg. Co., Jones & Wentz, and J. J. Davidson, Jr., have applied for membership in the Commercial Exchange.

Upper Darby, Pa.—Messrs. Wright and Taylor have discontinued their connections with V. E. Bond's grain company at Darby and have engaged in the grain and feed business here.

Pittsburgh, Pa.—J. A. McCaffrey, who has been interested in the coal business for several years, has become the active mgr. of the plant of Daniel McCaffrey's Sons, dealers in grain and hay.

Philadelphia, Pa.—The following discounts for members on all off-grade wheat will hereafter be made by the wheat settlement com'te of the Commercial Exchange: On the basis of No. 2 red; No. 3 wheat will be 3 cents under No. 2; No. 4, 7 cents and No. 5, 11 cents; on the basis of No. 2 red garlicky; No. 3 wheat will be 5 cents under No. 2; No. 4, 8 cents and No. 5, 12 cents.

Philadelphia, Pa.—The Philadelphia Grain Elvtr. Co. and the Pennsylvania System have announced that after Aug. 12, all red winter and garlicky wheat containing moisture of 15 per cent or over will be accepted only at the Port Richmond elvtr. and Girard Point elvtr., respectively, and will be subject to drying before being stored. All cars of wheat coming under the above conditions will be dried on orders of the inspection department of the Commercial Exchange.

Scottsdale, Pa.—Regarding the loss of our flour and feed mill by fire: we have evidence to prove that the mill was set on fire. A barrel containing forty gallons of lubricating oil was overturned. The mill contained at the time of the fire 4,800 bus. of grain, 210 tons of feed and 200 bbls. of flour. Also \$3,000 in automobile tires. The loss, including stock, building and equipment, amounted to \$32,000, \$6,000 of which was covered with insurance. We are starting to rebuild a new mill with three times the capacity of the old, holding seventy cars of mill feed and an elvtr. capacity of 20,000 bus. This mill will be equipped with a 50-foot elvtr., two 100-foot conveyors, one large electric attrition mill, an automatic grain shovel and hopper scale. Also a bag conveyor and elvtr. and other machinery of minor detail. The mill will be built entirely of wood, requiring 140,000 feet of lumber, with concrete foundation. The highest part will be four stories, the front being 120 feet long and extending 110 feet in depth. It is located on the Pennsylvania tracks, and we will have our own private siding. The new mill is expected to be in operation within three or four months. F. V. Perry's mill was slightly damaged by fire a week previous to the burning of ours, July 16.—J. E. Pritts.

## SOUTH DAKOTA

Lesterville, S. D.—E. B. Kast's elvtr. burned on Aug. 11. Loss, \$2,000.

Ashton, S. D.—G. P. Boyer recently assumed charge of the Ashton Elvtr. Co.

Volin, S. D.—The Volin Grain Co., of which C. A. Shepherdson is mgr., has been repaired.

Mobridge, S. D.—The elvtr. of the Hawkeye Elvtr. Co. has been overhauled and improved.

Brookings, S. D.—A farm elvtr. to cost \$6,851, is to be erected here. R. A. Larson is sec'y.

Rockham, S. D.—Earl Thorpe is the new mgr. of the plant of the G. W. Van Dusen Elvtr. Co.

Kimball, S. D.—William Yarosh has succeeded A. Shadbolt as mgr. of the Farmers Elvtr. Co.

Garretson, S. D.—E. H. Morland of Luverne has purchased the elvtr. of the Monarch Elvtr. Co.

Naples, S. D.—The plant of the Farmers Elvtr. Co. is now under the management of George Lee.

Morristown, S. D.—A. Kanis of Hull, Ia., has been appointed mgr. of the plant of the Columbia Elvtr. Co.

Wolsey, S. D.—The plant of the South Dakota Grain Co. is now under the management of A. Clement.

Vermillion, S. D.—F. R. Schilling has purchased the plant of the McCaull-Webster Elvtr. Co., which has been in operation here over 20 years.

McKain (Elkton p. o.), S. D.—A. W. Karstens and I have bot the elvtr. of the Davenport Elvtr. Co. here on the C. R. I. & P. Ry.—Charles Foreman.

Canova, S. D.—The Hoese-Lueth Grain Co. of Spencer, has leased and taken possession of the elvtr. and feed grinding equipment here of Charles G. Buchele.

Westport, S. D.—The Westport Grain & Coal Co. has been incorporated for \$15,000 by Henry Dunkel, Frank W. Callaghan, F. J. Siemann, Q. S. Matteson and W. S. Flannagan.

Sioux Falls, S. D.—There was some talk of building a terminal elvtr. here, but the matter appears to have died down at present.—Sioux Falls Grain Exchange, Fred Simmerling, sec'y.

Dell Rapids, S. D.—William Slaughter Grain Co.'s elvtr., which we have taken over, will be operated under the name E. W. Closson Grain Co.—E. W. Closson Grain Co., by O. A. Hegg, mgr.

White Lake, S. D.—The board of directors of the Farmers Union Elvtr. Co. has purchased the elvtr. of A. A. Truax, and the business will be conducted as the Farmers Grain Co. The sum of \$18,000 was paid for the property.

Frederick, S. D.—Olaf Anderson is now in charge of the Equity Elvtr. Co., succeeding J. J. Callaghan in this capacity. Mr. Callaghan has purchased a half interest in the newly incorporated Barnard Grain & Coal Co. of Barnard.

Sisseton, S. D.—W. L. McPeak and his brother of Waseca, Minn., have purchased the 100-bbl. mill and elvtr. of Carl M. Rickert, prop. of the Sisseton Mill & Light Co. The plant will be remodeled, repaired and equipped with new machinery and will be operated under the name Sisseton Flour & Feed Co.

## SOUTHEAST

Wilmington, Del.—The Pennsylvania Railroad Mfg. Co. will furnish the elevating machinery.

Huntsville, Ala.—Matthews Bros. are erecting a flour blending plant and a 25,000-bu. cribbed elvtr.

Dover, Del.—The McCaull-Dinsmore Grain Co. has been incorporated under the laws of Delaware for \$10,000.

Wilson, N. C.—We have entered the brokerage business here.—J. L. Crump Co., by J. L. Crump.

Atlanta, Ga.—A produce and fruit department has been added to the business of Haym & Simms, dealers in grain and hay. J. E. Crosby will be in charge.

Roanoke, Va.—The Mother State Mill & Grain Co. has been incorporated for \$100,000. D. D. Hull, Jr., is pres. and Thomas Wolfe, sec'y. Co. has awarded contract for the construction of a floating grain elvtr. which will have an hourly capacity of 13,000 bus. The Webster



## TENNESSEE

Columbia, Tenn.—The Columbia Mill & Elevator Co. has installed new equipment and erected a new office building.

Memphis, Tenn.—E. F. Pearce is again entering the brokerage business. He was formerly located at Clarksville as a broker, and for a time was interested in other lines.

## TEXAS

Benonine, Tex.—G. E. Harris's elevator at this place was burned recently.

Houston, Tex.—The Harbor Board will soon start work on a 1,500,000-bu. export grain elevator here.

Spearman, Tex.—H. E. Felible is in charge of the elevator recently purchased here by Scott Bros.

Mexia, Tex.—The warehouse of Wilson & Dickey, dealers in flour, feed and grain, was burned a short time ago. Loss, \$12,500.

Fort Worth, Tex.—The Transit Grain & Commission gave a banquet at Lake Worth recently to millers and grain dealers of North Texas.

Plainview, Tex.—Albert G. Hinn, owner of the Harvest Queen Mill, was struck by a motor car a short time ago. He is expected to recover.

Dallas, Tex.—The Lawther Grain Co. has brought suit against W. W. Murphy of Wichita Falls for \$1,560, alleged to be due on a promissory note.

Slaton, Tex.—We may build an elevator here next year.—Slaton Grain & Coal Co.—This company was incorporated for \$20,000 a short time ago.

Lubbock, Tex.—C. E. Parks is recovering from a serious illness of several months. He is expected to take charge of his grain business by Sept. 1.

Electra, Tex.—E. M. Friend has sold his stock in the Farmers Elevator Co. to John J. Clemens of Copperas Cove, who will become mgr. of the plant.

Fort Worth, Tex.—The Scott Bros. Grain & Fuel Co., which recently took over the Universal Feed Mills, is enlarging its manufacturing and marketing facilities.

Ft. Worth, Tex.—We have opened and are operating a 130,000-bu. elevator. Note our new name.—Priddy-Maer Elevator Co.—This company was formerly known as Priddy & Co.

Llano, Tex.—The corn crib of the Houghton Grain Co., containing about 750 bus. of corn, was burned Aug. 1, incurring a loss estimated at \$1,500. The fire started from burning refuse.

Perryton, Tex.—We bought the elevator of the Probst Grain Co. as reported and expect to do some improving, such as ironing the house, putting in a truck dump and motor power.—Moore Grain Co., J. V. Ferguson, mgr.

Ft. Worth, Tex.—We took over the plant of the Universal Mills in South Fort Worth, as reported. There is a 15,000-bu. elevator in connection, but we hope to increase this capacity to 50,000 bus.—Scott Bros. Grain & Fuel Co., by J. M. Scott.

Canadian, Tex.—Our new elevator at this place will be completed shortly. Equipment consists of a Hall special leg, 1,800-bu. hourly elevating capacity. Power is supplied by F-M 10-h. p. motor, Kewanee Double Lift, a Howe 1,000-bu. hopper scale and a Howe 10-ton truck scale and a 40-foot safety manlift.—Liske Grain Co.

Graham, Tex.—Charles E. Hinson has resigned his position as mgr. of the Graham Mill & Elevator Co. and will enter the wholesale and retail grain and feed business, in which he will be associated with Donald and C. B. Hockaday. They have purchased the Harrison Bldg. on the Rock Island tracks and the new enterprise will be known as the Hinson-Hockaday Grain Co.

Houston, Tex.—The federal court has adjudged the Lowery Grain Co., Inc., bankrupt. An involuntary petition filed against the company alleged that it owed approximately \$45,000, and that an act of bankruptcy was committed in April or May when an assignment of accounts receivable is alleged to have been made. This assignment was alleged to have secured a note for \$1,650.

## UTAH

Ogden, Utah.—The Ogden Grain Exchange opened its new offices Aug. 1. They occupy eight rooms in the Commercial National Bank Bldg.

Salt Lake City, Utah.—John Nisbet, one of the founders of the Granite Grain Co. of Sugar House, suburb of this place, died following an operation, at the age of 52 years.

## WASHINGTON

Latah, Wash.—The Farmers Union Grain & Supply Co. has been dissolved.

Seattle, Wash.—The Seattle Grain Co. is again operating its line of elevators and warehouses.

Johnson, Wash.—The plant of the Pacific Coast Elevator Co. was slightly damaged by fire recently.

Deer Park, Wash.—The W. W. Wedge Co. has been incorporated here with a capital of \$150,000 to deal in grain, feed and fuel. Incorporators are W. W. Wedge, A. Wedge and F. G. Christopher.

Pomeroy, Wash.—Pomeroy men have organized and incorporated for \$50,000, and have taken over the flour mill and warehouse of the M. H. Houser Co. and E. L. Sanford's roller chop mill. Stockholders in the new corporation are: J. M. and F. M. Robinson, James Oliver, E. L. Sanford, Frank Cardwell, Silas Mathies. F. M. Robinson is mgr. and Mr. Mathies, sec'y-treas.

## WISCONSIN

Hayton, Wis.—Geo. Wagner of Charlestown, has reopened his elevator here.

Plymouth, Wis.—The Plymouth Mfg. Co. has installed a 60-bbl. rye mill in its plant here.

Rio, Wis.—The Rio Co-operative Elevator Co. incorporated; \$10,000 capital stock. Incorporators, James C. Cuff, H. S. Johnson.

Sparta, Wis.—Harrison Harman, mgr. of the Grand Rapids Milling Co., operating a line of elevators, died recently, aged 62 years.

DePere, Wis.—The Powell Mfg. Co., owner and operator of the J. P. Dousman Mfg. Co., has awarded contract for the erection of an elevator and feed mill here.

Lake Geneva, Wis.—Our business is retail and we will buy very little grain for shipment, if any. We succeed the Wilbur Lumber Co. at this place.—Taggart Lumber Co.

Ashland, Wis.—We are not in the grocery business at Ironwood, Mich., as reported, and do not expect to be at any time in the future.—Hanson Mfg. Co., Arthur J. Hanson, mgr.

Shawano, Wis.—Charles O. Eberlein, formerly connected with the Dodge-Hooker Elevator Co., now out of business, has taken charge of the elevator of the Upham & Russell Elevator Co. The plant will be improved.

Barron, Wis.—Matthews A. Anderson has purchased from the city of Barron the attrition grist mill machinery formerly owned by Otto Berg. Mr. Anderson will move it to Dallas, Mich., where he will incorporate in his own name.

## MILWAUKEE LETTER.

J. C. Reimer recently became connected with the W. M. Bell Co. as traveling grain solicitor in South Dakota.

A. Taylor of Taylor & Bournique is recovering from an accident in which his knee was thrown out of joint.

Frank P. Konzal has been appointed mgr. of Lamson Bros. & Co.'s office. The wire service will be continued as usual.

IN ORDER to sustain prices during the crop moving period it is necessary to develop an unusual demand, for the offerings from farmers immediately after harvest are invariably

on a large scale,—a larger scale in fact than at any other period during the year. Ordinarily at this season a speculative demand develops which proves almost sufficient, if not entirely sufficient, to absorb the offerings, and to reinforce this speculative demand as export demand from the continent may be counted upon for the first run of hard wheat, and a fair domestic demand from flour buyers who take the occasion to stock up. This year, however, we are confronted with an unusual situation. Continental exchange has collapsed and there is a complete absence of demand from that quarter. Domestic buyers still pursue their hand to mouth buying policy and there is a dearth of demand from that quarter. Speculators are practically the only buyers left, and while speculators are performing the service expected of them to the best of their ability, their ranks have been decimated by the experience of last year, and their buying power is feeble in quality.—L. L. Winters.

## Fourth Annual Hay &amp; Grain Show.

The fourth annual International Hay & Grain Show will be held in Chicago, Dec. 2 to 9, to promote crop improvement throughout the United States and Canada.

The Board of Trade of Chicago again has appropriated \$10,000 to be offered as cash premiums for the best exhibits of grain, hay and seeds.

It will be held in conjunction with the International Livestock Exposition which will provide space for competitive exhibits and educational displays of livestock, the whole show taking place at the Union Stock Yards in Chicago.

Some of the rules and regulations to be followed by those entering the contest are listed as follows:

The United States and Canada will be divided into six regions, sets of prizes being offered to individuals in each region.

All applications for entry must be made by mail and must be in the hands of the Supt. of Entries before Saturday, Nov. 10.

There will be no entry fee.

All exhibits must be grown, selected and prepared by the exhibitor, no changes being allowed after samples are placed in the show room.

All exhibits of corn must consist of 10 ears each, except in the single-ear class.

All exhibits of wheat, oats, barley, rye, soy beans, cow peas and field peas must consist of one peck.

All exhibits of red clover, alsike clover, sweet clover, alfalfa, timothy seed must consist of 4 quarts each.

All exhibits of milo and kafir must consist of 10 heads each.

Cash premiums to total \$10,000 will be distributed as follows: 10 ears corn, \$3,900; single ear, \$470; flint corn, \$230; wheat, \$1,535; oats, \$965; rye, \$360; barley, \$400; hay, \$800; kafir and milo, \$250; small seeds, \$525; soy beans, \$295; cow peas-field peas, \$150, and junior corn contest, \$120.

Complete information regarding the show can be obtained by intending exhibitors by writing to International Live Stock Exposition, Grain & Hay Show Dept., Union Stock Yards, Chicago, Ill.



Home of the International Grain and Hay Show.



## New Grain Door for Railway Cars.

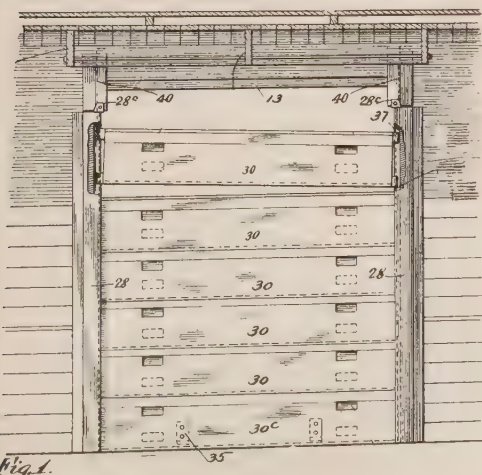
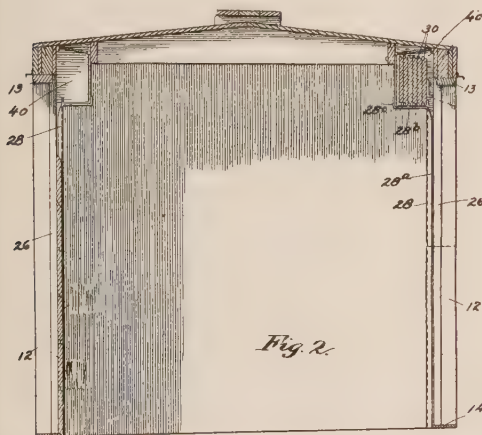
A recently patented door for grain cars appears to fill the long felt want for a grain door that will effectually retain grain loaded into cars and that may be readily removed when car reaches the point of destination.

Six sections comprise the door, the advantages gained by it being shown in the accompanying diagrams, Figs. 1 and 2.

Fig. 1 is a longitudinal sectional view thru a freight car, showing a side elevation of the new door, viewed from the interior of the car, with parts of the guideways broken away. Fig. 2 is a transverse vertical section thru the car in a plane intersecting the doorways, the door sections at one side of the car being shown supported in the brackets while those at the other side are shown in a position closing the door opening.

The car is constructed in the usual manner, leaving a door opening, the upper edge of which is bounded by a frame member, 13, and metal plates, 14, are mounted on the floor of the car between door posts to form the door sills. The door posts, 12, are notched to receive the inside sheathing and metal plates are attached to the edges of door jambs, being protection for door jambs and door posts. Guide plates, 28, are fastened to the door jambs and metal plates, 26, of the door posts, form a vertical guideway for the door sections, 30.

The sections are constructed of wood, covered by sheet metal to insure strength, and the edges are provided with grooves and tongues, so when placed together they are grain-tight. Depressions are made in each section on each side to provide hand-holds for the operator. The lowermost section, 30c, is provided with heavy metal plates on the outside, displaced slightly from door sill, 14, so when car is filled with grain, a crowbar may be inserted between the flanges and the door sill to loosen sections and give them initial upward movement.



New Grain Door for Railway Cars.

Each guide plate, 28, previously described, has its inner edge bent inwardly to form a flange, 28a, terminating short of the metal plate, 26, and forming a vertical slot in the guideway to receive the plates, 37. The flanges, 28a, are adapted to interfere with the transverse flanges, so that removal of the door sections from the guideways, except vertically, is prevented. The flanges are arranged in such a manner that binding or jamming of the door sections is impossible. This is illustrated in the upper door section of Fig. 1. When the section is in this position its own weight will make it fall into place correctly.

When the sections are moved from guideways to inoperative positions they are held in brackets, 40. The upper end of each plate, 28, is bent horizontally, as shown in, 28b, to underlie the lower flange of the adjacent bracket, and then upwardly, 28c, to engage the vertical flange of the bracket.

When the door sections are passed from the guideways to the brackets they must be lifted over a shoulder, and when the door sections are all raised above, the space between the brackets is substantially filled.

When the door is in inoperative position and the workman desires to close it, he may assume a position either inside or outside of the car, where it is impossible to reach the door sections with his hands, and by placing a board beneath the middle point of the outermost section, 30c, in the bracket, and giving a slight upward and outward push, the outer section 30, passes over the shoulders and falls by gravity into the guideways.

Edward Possen, Chicago, Ill., is the inventor of the door and assignor of one-half of Letters Patent No. 1,413,354 to Frederick C. Maegly, Chicago, Ill. Mr. Possen states he has accomplished the important objects of permitting the door sections to be readily operated by one person, either in or out of the car, and of preventing any possible binding of sections in the guideways, even tho they be tilted as far vertically as is possible.

Mr. Maegly is assistant general freight agent of the Santa Fe and is vitally interested in the grain door problem. He has given the door his endorsement and the Santa Fe is said to be giving it a thoro trial with 100 box cars.

THE OFFICE of the food controller in Italy has been abolished by a series of decrees, freedom of trade restored and rationing repealed. The government still retains supervision over the price of certain commodities. Under the system in force up to August 1, 1921, on wheat, the importation, purchase and distribution of wheat was reserved to the government. On August 1 the system was removed and growers were allowed to sell anyone at any price and on September 1 the import restrictions were removed and freedom of private trade was restored. At present no duty is payable on imported wheat.

MILDEW has affected a large part of the clover this year, states H. J. Reed, ass't director of the Purdue University Agri. Experiment Station, Lafayette, Ind., particularly red clover and English clover. I have seen several fields of alsike which have not shown much infection. So far we believe that the crop will be fed without any bad results from the mildew. Dr. Craig feels that bad weather may cause further development of mold which might cause trouble if the hay became rotten in any way, but such trouble cannot be blamed to mildew.

lowed with 6.5 per cent and Tacoma ranked third with 5 per cent. Very few cuts are made in Spokane and none at other markets in the Pacific Coast division, or any other grain markets of the United States.

Some attempts at regulation of these cuts have been made by the inspection department at the markets named above, but these have not proven altogether successful, as is shown by the figures given herewith, and it is the purpose of the department, beginning July 1, 1922, to take a more definite stand in the matter, with a view to reducing such cuts to a minimum.

## Will Sample Sacked Wheat to Give Shipper Best Grade.

Notice has been issued by the Pacific Coast headquarters of the U. S. Dept. of Agriculture at Portland, Ore., that:

With the following exceptions, each car of sacked wheat arriving at a terminal market in this division will be considered by the department as one lot of wheat, unless by bulkhead, marks or other means of identification, it is shown that there is more than one lot of wheat in the car; providing, however, that sacks of wheat of distinctly low quality, musty, slightly sour, sour, heating, hot, infested with live weevil or other insects injurious to stored grain, or otherwise of distinctly low quality, or containing small, inseparable stones or cinders, will be segregated and graded as a separate lot. Sacks of grain other than wheat will also be segregated and graded separately and sacks of car-damaged wheat will be handled in the same manner. The provision permitting the segregation of wheat of distinctly low quality as described above, and other grains, are made to prevent the tender of small lots of unmerchantable grain with an otherwise merchantable delivery, such grain loaded into a bulk car can, under the regulations of the Department of Agriculture, cause the entire lot to be graded on the poorest in the car. With sacked grain, however, a car cannot be so loaded as to be designated as "plugged" and, therefore, it is thought desirable to retain the custom of segregating sacked grain as it applies to the presence of other grain of the quality described above, or grain not classed as wheat.

Explaining the need for the regulation the department says:

There is a custom in the Pacific Northwest, a heritage of the days before federal supervision of inspection, which required the sampler of carlots of sacked grain to divide the sacks into lots, depending upon the test weight, quality or condition of the grain, providing, of course, that the shipper of the car had not already marked the sacks off into such lots. This practice is looked upon with disfavor by the United States Department of Agriculture for two reasons: First, the sampler, in dividing these sacks into lots, is acting in the capacity of a warehouse employee. His duty is to sample the lots tendered to him and not to define the lots himself. Second, in cutting such grain into lots he often segregates it in such a manner that part of it will be given a low grade where if no separations of segregations had been made, the lots so segregated could have been thrown with and carried the grade of the best grain in the car.

A car of sacked wheat not marked into lots by the shipper is received and cut into the following lots by the sampler:

Three hundred sacks No. 2 hard winter, dockage 1 per cent, actual dockage 1.4 per cent; dark, hard and vitreous kernels 73.8 per cent; 325 sacks No. 2 dark hard winter, dockage 1 per cent, actual dockage, 1.4 per cent, dark, hard and vitreous kernels 95 per cent; 70 sacks No. 2 mixed, hard red winter, 80 per cent, hard red spring 20 per cent, dockage none (actual dockage .9 per cent). The shipper of the grain receives discounts below the price for No. 2 dark hard winter on 300 sacks of No. 2 hard winter, dockage 1 per cent. Also discounts on 70 sacks of No. 2 mixed, dockage none. If the entire car had been sampled as one lot, as the shipper may have intended, or had the car been shipped as bulk grain, the grade would have been No. 2 dark hard winter, dockage none. It is logical to believe that the shipper in this case intended to ship a full car of No. 2 dark hard winter, dockage none. He did not mark it off into lots and neither he nor his representative were present at the time the car was unloaded and sampled, and therefore he had no way of preventing the segregation of his grain into three lots.

Not all cuts made by the sampler are detrimental to the shipper of the grain. In some instances he escapes a mixed grade because the sampler segregates the various classes of wheat found in the car. However, since 80 per cent of the cuts are made at the request of a representative of the plant where the grain is being unloaded, it is logical to believe that the receiver of the grain benefits accordingly and that the shipper loses from this practice.

In order to determine just to what extent the practice of segregating unmarked grain exists, Pacific Coast headquarters of Federal Grain Supervision caused a record to be kept by the district supervision offices at Seattle, Tacoma and Portland on grain arriving at these markets. During the period for which these records were kept 2,061 cars of sacked wheat were received; 461, or 22.2 per cent were cut into lots. Of those cut into lots 273, or 59 per cent, were not marked off by the shipper. These 273 cars which were cut into lots, though not marked off, represented 13.2 per cent of the total cars of sacked wheat received at these markets. In the Portland market this practice is the most common; 26.8 per cent of the sacked wheat received during this period was not marked off, but was cut into lots. Seattle fol-

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## Seeds

**DUNKIRK, N. Y.**—The Good Seed Co. has been incorporated with a capital stock of \$10,000.

**DES MOINES, IA.**—H. V. Harden and John McKay, Jr., have been appointed receivers for the Iowa Seed Co.

**BOISE, IDA.**—J. A. Steele, mgr. of the Albert Dickinson Co. branch at Salt Lake City, has moved his office here.

**FREDONIA, N. Y.**—The Fredonia Seed Co. will build a new seed warehouse on a site recently purchased here.

**EVANSVILLE, IND.**—William V. Haberer, pres. of the Ohio Valley Seed Co., died at his home Aug. 9 at the age of 67.

**TWIN FALLS, IDA.**—The Western Seed Growers Marketing Co. of Salt Lake City has opened an office here with G. G. Marugg in charge.

**FLORA, ILL.**—The Flora Seed & Milling Co., whose plant burned recently, is contemplating building a new concrete building to replace the old corrugated iron structure.

**MINNEAPOLIS, MINN.**—On account of lack of flaxseed in local elevators, the linseed mills closed down here Aug. 19. They will not open again until stocks have been replenished.

**MILWAUKEE, WIS.**—The new crop of seeds being harvested now looks like an excellent crop, in fact we might say that there is a bumper crop of fine quality of all seeds.—North American Seed Co.

**CRAWFORDSVILLE, IND.**—Our section of the clover producing states will have a fair stock of seed. Mammoth is just now being hulled and the red clover will be cut within two weeks.—Crawfordsville Seed Co.

**WICHITA, KAN.**—The Ross Seed Co. is the new name of the Ross Bros. Seed Co., which is capitalized at \$100,000. W. J. Stevens, J. D. Wall, A. A. Reiff, E. T. Battin and H. Steinbachel are members of the firm.

**NAMPA, IDA.**—The Albert Dickinson Co., of Chicago, Ill., has opened a branch here in the McLain warehouse. A large seed cleaning machine was installed and the company is doing business with R. E. Betzer in charge.

**THE CONDITION** of seed crops in the United States as given by the Bureau of Agricultural Economics for Aug. 1 is as follows: millet, 104.3%; field peas, 102%; buckwheat, 100.8%; grain sorghums, 99.2%, and field beans, 96.2%.

**CHICAGO, ILL.**—The Traders Seed Co. has been organized here to replace the bankrupt Everette R. Peacock Co. and will have its quarters in the former location of the Peacock company. Former employees are behind the new concern.

**WASHINGTON, IA.**—The Washington Seed Co. has been incorporated here. It will deal in red, alsike and mammoth clovers, timothy and all kind of field seeds. Installation of recleaning machinery is taking place and when completed will enable the company to deal both retail and wholesale.

**TOLEDO, O.**—Clover seed market has been very active. Trade this week has been on a large scale. Crop prospects appear very favorable. About the only thing that could cause serious damage would be a very wet September. Mammoth crop is turning out well with yields reported as high as five bushels to the acre. Country have been heavy sellers this week, but market has been extremely stubborn around the \$9.00 level. Offerings have been readily taken. Local bears talking \$8.00 clover, with October selling at a full carrying charge under December. Will Congress pass the tariff bill carrying an import duty of four cents a pound on red clover? Senate com'te appears in favor of such a duty.—The C. A. King & Co.

**SACRAMENTO, CAL.**—N. B. Keeney & Son, LeRoy, N. Y., have incorporated in this state for \$300,000 to grow seed grain.

**AUBURN, N. Y.**—The Smith Dewitt Seed Co. has been incorporated for \$10,000 by D. S. and Y. M. Dewitt and I. C. Smith.

**WASHINGTON, IA.**—The Washington Seed Co. has been formed here by P. P. Showalter, former grain dealer, and O. G. Sappington, formerly with the Bruns Seed Co.

**MALDEN, MASS.**—The damage to the Hill Seed Store has not been ascertained, but the stock was insured against the fire which occurred for \$8,000.

**COUNCIL BLUFFS, IA.**—This is the critical time of the year for seed corn. Hot winds would do much damage and if we escape them until the crop is past this danger, we still have early frosts and excessive fall rains to contend with. The growing crops of dent, field, flint, pop and sugar corns are fully up to, if not above, average and if we are blessed with favorable weather, the growers of southwestern Iowa and eastern Nebraska will be in position to furnish the trade with seed corn of excellent quality.—D. W. Thayer, Council Bluffs Seed Co.

**KANRED WHEAT** has too low a protein content. A letter sent out by H. M. Joyce, manager of the Farmers Co-op. Grain Co. of Frederick, Okla., brot replies advising against the growing of Kanred wheat in the southwest territory from the Canadian Mill & Elvtr. Co., Canadian, Tex.; the Oklahoma Mill Co., Kingfisher, Okla.; the Burrus Mill & Elvtr. Co., Fort Worth, and the Wichita Mill & Elvtr. Co. of Wichita Falls, Tex. The millers hold that the protein content of this particular wheat is too low as compared with dark, hard varieties, and as a 10 cent per bu. premium is being given on wheat of high protein content, they maintain that the latter should be produced.

**WASHINGTON, D. C.**—Estimated condition of buckwheat Aug. 1, for the eight leading states, is given as follows by the U. S. Dept. of Agriculture: Maine, 13,000 acres, condition 90%, compared with 10-year average of 91%, estimated production, 339,000 bus.; New York, 208,000 acres, condition 91%, compared with 10-year average of 88%, estimated production, 4,164,000 bus.; Pennsylvania, 232,000 acres, condition 90%, compared with 10-year average of 91%, estimated production, 4,698,000 bus.; West Virginia, 33,000 acres, condition 90%, compared with 10-year average of 92%, estimated production, 683,000 bus.; Ohio, 22,000 acres, condition 88%, compared with 10-year average of 89%, estimated production, 445,000 bus.; Michigan, 42,000 acres, condition 85%, compared with 10-year average of 84%, estimated production, 632,000 bus.; Wisconsin, 42,000 acres, condition 91%, compared with 10-year average of 88%, estimated production 688,000 bus.; Minnesota, 32,000 acres, condition 82%, compared with 10-year average of 89%, estimated production, 499,000 bus.

**TOLEDO, O.**—Clover declined sharply again this week, reaching new low levels on the crop. October sold below \$9.00, December, March \$9.00. On the decline good general demand and considerable short covering developed. Increased offerings are in sight on bulges. Quite an active trade this week. Many thousand bags changed hands. Crop prospects continue good. News from principal clover states indicate crop is making excellent progress. Heads well filled. Dry weather needed now to ripen seed and allow harvesting and hulling. Excessive rains could do considerable damage. Ohio, Indiana and Illinois report some mammoth being threshed showing yields one to four bushels to the acre. Samples being submitted are very nice quality. Most of it if properly cleaned would easily grade prime. Some samples not so good account of considerable weed seeds. Mammoth makes a larger yield than medium and matures earlier. Have good crop prospects now been discounted? Market may be held in

check by movement of new seed and increased hedging pressure.—Southworth & Co.

**MINNEAPOLIS, MINN.**—Argentine has shipped a little under 25 million bus. of flax. The latest estimate we have seen of seed remaining to be shipped between now and Jan. 1 is 8 million bus. If this is correct, it would make the exportable crop about 33 million bus., which has been about the highest estimate of the crop. Between now and Jan. 1 a year ago, Argentine shipped about 21 million bus.; compared with 8 million bus. estimated on hand at present as against this shortage. However, the present India crop is estimated at 17 million bus. against 10 million bus. in 1921 and 16 million bus. in 1920. The government crop report of Aug. 1 estimates the domestic crop at 10,700,000 bus. against 8,100,000 bus. last year. This would indicate a surplus of about 3 million bus., but we must not forget that last year there were about four million bus. in store in the northwest on Aug. 1, against less than 250,000 bus. this year. The 250,000 bus. is mostly in Canadian elevators and owned by farmers who will not sell. If the new duty of 40c a bu. goes into effect it would seem then any surplus of the Canadian crop would probably go to Europe rather than here. This is the situation as near as we can see it at present. By next March we will be receiving the new Argentine crop, which we understand is 10% greater than last year.—Archer-Daniels Linseed Co.

**NEW YORK, N. Y.**—The European seed situation is as follows: Red clover: All thruout Europe, crop prospects will be on the average less than half of last year's. There may be a chance for our seed to be exported to some of these countries like France, England and Scandinavia, providing prices will be low enough. Crimson clover: It has been established, the fact, that the crop is the smallest since many years and high prices will prevail all through the year. Alfalfa clover: The crop prospects in France has changed. It was expected to be excellent, but owing to recent heavy rains it is foretold that seed will be damaged to some extent. Argentine alfalfa is still coming in good size quantities. White clover: The new crop European white clover is very small. With no stocks left in Europe prices will be high as the domestic crop is not sufficient to meet the heavy demand. There is no other source for white clover than Europe, United States and New Zealand. The latter country had an entire failure. Hairy vetches: Crop both in Europe and in this country is very small. Prices will be high throughout the year. Demand excellent. Orchard grass: New crop Danish grown seed is offered at very attractive prices, which should induce in buying, especially before the new tariff will go into effect. Fancy grasses will be very high owing to the small crop which is expected throughout Germany. In general, business prospect for the future look good and we expect a good season.—Julius Loewith, Inc.

### Imports and Exports of Seeds.

June imports and exports of seeds, compared with June, 1921, and for the 12 months ending with June, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS		12 mos. ending June	
	1921	1922	1921	1922
Beans, bus.....	11,212	181,051	823,837	519,519
Peas, bus.....	53,455	53,412	1,560,452	997,208
Castor beans, bus.	18,914	327,363	660,215	1,554,013
Flaxseed, bus....	880,583	1,536,510	16,170,415	13,632,073
Red clover, lbs..	1,926,259	185,712	14,514,868	9,289,653
Other clover, lbs.	2,438,949	162,849	17,739,838	16,663,103
Other grass seeds, lbs.	1,067,177	3,290,429	9,506,728	22,352,332
Sugar beet seeds, lbs.	520,510	5,531	19,906,906	4,193,311
	EXPORTS		12 mos. ending June	
	1921	1922	1921	1922
Beans, bus.....	143,990	80,913	1,215,527	1,100,424
Peas, bus.....	3,880	4,112	165,270	88,686
Flaxseed, bus....	26	12	1,481	2,267
Clover seed, lbs.	5,047	9,430	5,419,838	3,260,359
Alfalfa, lbs.....	8,230	62,054	14,989,518	20,150,357
Timothy, lbs.....	38,429	51,007	5,407,616	4,093,933
Other grass seeds, lbs.	61,895	51,007	5,407,616	4,093,933



## Supply Trade

Montreal, Que.—The plant of the Cyclone Blow Pipe Co. has been moved from Pt. Arthur, Ont., to 555 William St., this city.

Chicago, Ill.—The Weller Mfg. Co. has just sold Mettler Wonder Grain Cleaners for installation in the following elevators: Henry Reiner, Leola, S. D.; Western Terminal Elevtr. Co., Sioux City, Ia.; G. P. Sexauer & Son, Brookings, S. D.; Crowther Bros. Mfg. Co., Malad, Ida.

Chicago, Ill.—B. F. Gump Co. have ready for distribution its net price book No. 80. This book contains a large amount of valuable information relative to grain elevator, feed mill and flour mill machinery. It will be sent to Journal readers, gratis, who write the company requesting it.

The practice of leasing gasoline pumps to retailers upon the condition that they use none but the lessor's oil, which had been ruled against by the Federal Trade Commission, has been held by the circuit court of appeals as not in violation of the Clayton Act as a tying contract, as the retailer is free to install other pumps.

The Federal Trade Commission has entered a modification of the misbranding order, originally issued Mar. 4, 1920, in Docket No. 164, directing the respondent, a rope manufacturer, to discontinue from using the word "Manila" on any rope not entirely composed of manila fibre and to cease advertising or selling any rope not composed of new and unused fibres without plainly marking that rope is composed of used or reclaimed fibre.

Lawrence, Kan.—In connection with the use of the Edgar seal, if shippers will stamp on their B/L and invoice, "We will not consider claims for any shortage unless the broken car seals including the numbers are returned to us," they will secure positive evidence to be supplied the carrier that the original seal was mutilated while in its care; nothing can be done to the Edgar seal but what will be there to show on its face before or after it has been removed.—Geo. B. Edgar, Edgar Steel Seal & Mfg. Co.

New York, N. Y.—The exhibit of the Morse Chain Co. at the 8th Nat'l Exposition of Chemical Industry, Grand Central Palace, Sept. 11-16, 1922, will be found at Space 611. They will have on exhibit here a full line of chain samples and there will be in attendance representatives of this Company qualified to give engineering advice on transmission problems. The company will also have a 100 horsepower chain drive in operation with rotopscope attached to clearly show the rocker joint action as the chain enters and leaves the sprocket, also to show the broad bearing surface to carry the load between sprockets.

Chicago, Ill.—The efficiency of coal handling equipment manufactured by the Weller Mfg. Company is vouched for in the following letter just received by that company from Cahill & Co., Boston, Mass. "Our Weller Bucket Elevator has proved the finest possible system for handling our coal. With this equipment we unload a 50-ton car in less than two hours. Formerly we used a portable elevator. This method necessitated loading our wagons by hand. Now they are loaded by gravity. The Weller equipment causes no breakage of coal and has been satisfactory in every way. This equipment saved us \$3,408 in a year's time."

The Federal Trade Commission on July 25 announced the dismissal of its formal complaints against firms in 28 cities, with prejudice to its right to institute new proceedings against the same parties. These cases involve resale price maintenance and were suspended by the Commission to await the determination of the Beechnut Packing case, which was selected by the Commission as a test case. In the Beechnut case the Supreme Court upheld the position of the Commission against the resale price maintenance. At the same time the Commission has instructed its chief examiner to institute a new inquiry about each dismissed case, and if it appears that violations of law are found to exist within the meaning of the Beechnut decision, to report the facts to the Commission for determination as to whether new complaints should be issued.

The cement industry is the fourth largest user of coal in the United States. Two hundred pounds of coal are required in the making of one barrel (376 pounds) of cement. This means that every time the price of coal advances \$1 per ton, it costs 10 cents per barrel more to make cement. In times like the present, with coal scarce and high in price, advances in the cost of making cement are said to be large.

Minneapolis, Minn.—The Minnesota State Grain Inspection Dept. of the Minnesota Railroad & Warehouse Commission is installing 31 of our new No. 20 Silent Dockage Testers, which are being placed in their offices in Duluth, St. Paul and Minneapolis. This was brought about because of the fact that the Emerson Dockage Tester is being used by the Federal Grain Inspection Offices of the Bureau of Markets thruout the United States, and it is the desire of the Minnesota Railroad & Warehouse Commission to use the same equipment in order that there be no confusion as to grades.—Emerson Mfg. Co.

Chicago, Ill.—The Corn Exchange Nat'l Bank is sending out an attractive booklet containing information relative to its new building now under construction. This new building, when completed, will be the home of the affiliated Corn Exchange and Illinois Merchants Trust Co. The latter expects to occupy the new building in May, 1923, while the Corn Exchange will remain in its present quarters for another year. Altho affiliated with the Illinois Merchants Trust Company, and occupying the same quarters, the Corn Exchange National Bank will preserve its identity and conduct its business by its own organization, under its National Charter and with its present name. By the union of the two banks, each will be in position to better serve its customers.

Minneapolis, Minn.—The following Carter Disc Separators have recently been installed: Phillips Mfg. Co., Sacramento, Cal.; McDaniel Mfg. Co., Carthage, Mo.; Remington & Darner, Arlington, Minn.; Holland O'Neal Mfg. Co., Mt. Vernon, Mo.; Stamford Mill & Elev. Co., Stamford, Tex.; Aurora Mfg. Co., Aurora, Mo.; La Grange Mills, Red Wing, Minn.; Great West Mill & Elev. Co., Amarillo, Tex.; Washburn-Crosby Co., Humboldt Mill, Mpls.; Kimbell Mfg. Co., Sherman, Tex.; Minot Flour Mill Co., Crosby, N. D.; Blackfoot Far. Mfg. Co., Blackfoot, Ida.; Smith Mfg. Co., Sherman, Tex.; Seguin Mill & Power Co., Seguin, Tex.; Hamilton Mill & Elev. Co., Hamilton, Tex.; Sperry Flr. Co., So. Vallejo, Cal.; Glasgow Mill Co., Glasgow, Mont.; Far. Platte Valley Mfg. & Elev., Fort Morgan, Col.; Circle Mill Co., Richey, Mont.; Tri State Mfg. Co., Belle Fourche, S. D.; Denmark Flr. Mills, Denmark, Wis.

Maroa, Ill.—Boss Car Loading equipment has recently been installed in the following plants: Elliswood Mfg. Co., Silica, Kans.; Farmers Lbr. Co., Montezuma, Kans.; So. Western Elevtr. & Mdse. Co., Hardtner, Kans.; Bushton Grain & Sup. Co., Bushton, Kans.; Farmers Union Co-op., Galesburg, Kans.; Mitchell Grain Co., Mitchell, Kans.; C. D. Crum, Tasco, Kans.; Farmers Elevtr. Co., Mound Ridge, Kans.; J. P. Casey, Gem, Kans.; Ashton & Brady Co., Mentor, Kans.; Levant Co-op. Ass'n, Levant, Kans.; Lee Flour Mill Co., Salina, Kans.; Brownell Farmers Co-op. Ass'n Union, Brownell, Kans.; R. L. Barton, Mounds, Okla.; W. H. Coyle Co., Guthrie, Okla.; Farmers Union Exchange, Weatherford, Okla.; A. M. Camp, Forum, Okla.; Reeding Gr. Co., Reeding, Okla.; F. H. Maxwell, Pacific Jct., O.; Xenia Farmers Ex. Co., Xenia, O.; Piqua Mfg. Co., Piqua, O.; Lebanon Farmers Co-op. Co., Lebanon, O.; W. O. Beam Co., Pt. Williams, O.; J. Adams, Highland, O.; Geo. Branstool, Utica, O.; H. Harrison Co., Brockport and Trumansburg, N. Y.; Farmers Elevtr. Co., St. Peters, Mo.; L. Merna, Merna, Ill.; G. Hahn, Shattuc, Ill.; H. Fathie, Warrenburg, Ill.; R. A. Platt, Leverett, Ill.; Burnside Lbr. Co., Burnside, Ill.; Risser-Rollin Co., Kankakee, Ill.; Glenarm Grain Co., Glenarm, Ill.; Belden & Co., Charlotte, Mich.; Carpenter & Carlisle, Edwardsburg, Mich.

A WHEAT CROP of 162,404,000 bus. for Italy is estimated by the Buro of Agriculture for 1922, compared with 188,000,000 bus. a year ago and 141,000,000 bus. two years ago.

S. LAWELLYN, pres. of the American Ass'n of Cereal Chemists, is now located in Winnipeg, Man., where he is in charge of the cereal department of the Milton Hersey Co., Ltd.

## Success Depends Upon Manager.

Sec'y Chas. B. Riley writes us: "Possibly you do not get the *Indiana Farmers' Guide*, which assumes to represent the producers' interests and in the past published many pages of co-operative news and prophecies. This paper has also been quite a booster for the U. S. Grain Growers and if its influence equalled its energy, the Grain Growers would be alive and rustling for the farmers' contributions.

It seems from what the editor said in its issue of July 29th that he is not so sure he has been on the right trail. Read what he says:

### FARMERS' CO-OPERATIVE ELEVATORS.

Our opinion is asked as to the advisability of farmers forming local co-operative organizations to buy and ship grain and other farm products. There have been successes and failures in these movements the same as with anything else the farmers have undertaken. The success depends entirely upon the management and the support given by the farmers. If the business is fully financed and there is no indebtedness there is an opportunity of making a success under right management.

Information from the office of the Securities Commission of Indiana gives some idea of the experience in this State. Since the Commission has been in existence, it has licensed eleven farmers' co-operative elevator projects, figures in the office of the commission show. Of that number the records show seven incurred losses aggregating \$17,779.88; three made profits of \$7,044.87, and one is dormant. The commission authorized the eleven companies to issue \$612,000 of stock and to certificate \$478,000 of securities. The records show \$138,500 certified securities sold and \$256,420 capital invested.

No dividends on common stock or preferred stocks were paid. The net loss on total investment for the period is shown on state records to be \$10,735. The state department refused no licenses to applying companies of this nature. It revoked the licenses of three companies which went into receiverships.

## Wheat Absorbs Moisture After Harvest.

A quantity each of Federation, Bunyip and Comeback varieties of wheat, harvested in January in Australia, were stored in jute grain sacks in an open galvanized shed in Australia by G. L. Sutton. Monthly moisture determinations for one year were compared with humidity records for one, two and three week periods preceding the analyses. The results were as follows:

West Australia wheat as harvested contains about 4 per cent less moisture than is prescribed for the highest grade American wheat. Wheat harvested regularly, November to January, absorbs moisture and gains weight until about October, when the increase is 5 to 6 per cent. It then loses moisture until January, when the percentage of increase above the moisture of harvest time remains at about 2 per cent.

Monthly weighings of wheat sacked in jute and stored in sheds with galvanized iron roofs and jute curtains showed an increase in weight during the wet winter months and a decrease during the dry months, but in no case was the decrease sufficient to bring the weight back to that of the harvest time.

## Dollar Wheat.

One dollar a bushel for wheat has always been a sentimental figure in the grain trade. Years ago dollar wheat was the dream of the farmer, the hope of the grain dealer, the ultimate paradise of the bull. To-day it is regarded as a paltry figure, a figure which represents hardship for the farmer, a figure below which should the selling price remain would mean reduced farm buying power to such an extent that the prosperity of the nation would be threatened. Therefore, when December wheat reached the magical figure there was a considerable amount of renewed speculative buying, which finally resulted in an advance of nearly 2½c from the bottom.—Hulburd, Warren & Chandler.



## Grain Carriers

THE UNION PACIFIC has contracted for 65 new locomotive engines.

REPAIRS to 1,000 box cars have been contracted for by the C. & N.-W. instead of doing the work with its own men and materials.

REPAIR contracts on 1,000 box cars have been let by the C. & N.-W. to the Western Steel Car & Foundry Co., and for 500 to the American Car & Foundry Co.

THE ST. LOUIS & San Francisco Ry. Co. will not accept any freight unless Bs/L and waybills carry the notation "accepted subject to delay on account of the strike."

SWITCHING charges on transit grain and grain products forwarded from Buffalo will, after Sept. 9, be absorbed by the trunk lines. This charge is now \$5 per car, and was formerly \$12 to \$15.

THE STEAMER Javary, built for ocean service, arrived with 1,000 tons of coal at Buffalo recently for a local plant, and will remain on the lakes, being used in the grain trade between Buffalo and Montreal.

A RESOLUTION adopted by the St. Louis Chamber of Commerce opposes government aid to the St. Lawrence seaway project until the Mississippi Valley river transportation shall have been more nearly completed.

A RECORD was established when a train consisting of 75,000 bus. of wheat, left Buffalo, N. Y., and traveled 416 miles to Philadelphia, Pa., and was loaded into waiting ships after having gone thru four elevator operations, in less than 72 hours.

UNREASONABLE rates on sacked millet seed from Summerfield, Kan., to Omaha, Neb., are alleged by the Nebraska Seed Co. in its complaint now pending before the Interstate Commerce Commission as No. 14042, against the Director-General of Railroads, as agent. The company asks reparation.

SEVERAL STEEL barges, valued at \$20,000 each and provided with water-tight compartments, have been contracted for by the Patton-Tully Transportation Co. for use on the Mississippi. The company already operates a large fleet of these barges and the new ones will facilitate the movement of grain expected.

A LIBEL SUIT against Spencer, Kellogg & Sons has been filed by the Lake Champlain Transportation Co. The company claims \$2,463.60 for reparation on account of Spencer, Kellogg & Sons having refused to accept a shipment of oil cake, also \$85 for demurrage for allowing shipment to remain on track.

A HEARING on Aug. 30 will be held by the corporation commission on the question of dismantling the St. Louis, El Reno & Western Ry., whose receiver, Karl Humphrey, manager of the El Reno Mill & Elevator Co., has asked permission to do so. No trains are running at present on the road, which is 42 miles in length and on which are 8 elevators.

UNJUST and unreasonable rates on grain from points in Iowa, Nebraska, and South Dakota to points in Colorado are alleged by M. T. Cummings, receiver for the M. T. Cummings Grain Co. against the Director-General as agent for the C. B. & Q. The case, in which complainant asks reparation, is now pending before the Interstate Commerce Commission as No. 14043.

A RULING by the Interstate Commerce Commission in a recent case stated that shippers who order cars must do so in writing, so as to advise those responsible for the car distribution of what the needs of shippers at various points may be, and that telephone orders for cars are not sufficient. Besides ordering cars in writing, shippers should keep a carbon copy of the memo to check up with.

TOLEDO, O.—A third canal fleet with wheat for New York was loaded recently by the Pad-dock Hodge Co. The first fleet hauled about a trainload of grain, made good time and the cost was lower than all rail, thereby giving Toledo an advantage in transportation charges.

THE SUNKEN GRAIN barge, Melrose, has been raised from the Cardinal Canal, and with the grain cargo has been towed to Montreal. Of the 47,767 bus. of wheat the vessel carried, 30,000 bus. was removed during the salvage operations and sold to a New York company.

HIGH RATES will probably be in effect on lake freight from Duluth to Buffalo and other Lake Erie ports before fall as a result of the shortage of coal. The rate previous to July 1 was 2½ cents a bushel, now it is 3 cents a bushel, and some vesselmen have refused offers of 3½ cents a bushel for delivery in late September. Coal which was \$6.50 a ton before July 1 is now \$11 for the same amount, with prospects of higher values in view.

GRAIN TRANSIT rules at Cincinnati are to be revised under a report by Commissioner Lewis in No. 12984 on Grain & Hay Exchange v. B. & O., who found that "The present practices of the defendants which requires shippers to pay charges on grain in transit at Cincinnati and Louisville in excess of the charges that would accrue under the thru rates from original shipping points to final destinations are illegal as being without proper tariff authority."

A DECISION rendered by the Interstate Commerce Commission on its case No. 12344 found unjust and unreasonable a rate over 17.1 cents on wheat from Minneapolis, origination beyond, to Chicago, with milling in transit at Canby, Minn., prior to Sept. 1, 1917. The commission ordered reparation in favor of the Canby Milling Co. against the C. St. P. M. & O., on shipments prior to Sept. 1, 1917, but declared the rates not unreasonable on and after that date.

TO PROTECT loading at country elevators, the C. B. & Q. has requested the Kansas City Board of Trade transportation department to request shippers of grain to discontinue reloading and reconsigning C. B. & Q. cars for outbound movement. The railroad company states that an average of 1,200 cars daily are subject to this and it loses an average of 140 cars daily to connections. Unless the request is complied with, an embargo will be placed to prevent this loss of equipment to the C. B. & Q.

UNDER A SCHEDULE filed to become effective Feb. 28, 1922, the Southern Pacific Lines proposed to reduce rates on burlap bags from New Orleans, La., to Texas destinations, and upon protest of H. B. Dorsey, sec'y Texas Grain Dealers Ass'n and others, the schedules were suspended to July 28, and hearing of the case No. 1497 was held June 29. At the hearing the Interstate Commerce Commission found the reductions not justified and ordered carriers to cancel the proposed schedules.

RATES CHARGED on linseed oilmeal from Undercliff, N. J., to Chicago, Ill., and North Hammond, Ind., were found by the Interstate Commerce Commission in No. 12290 to be not unreasonable or otherwise unlawful except over the New York Central Lines, in Midland Linseed Products Co. v. Director General, as agent, Erie R. R. The rates on the New York Central on 12 shipments made were found unreasonable to the extent that they exceeded the aggregates of the intermediate rates in effect, and reparation was awarded on that basis.

A DECISION by the Interstate Commerce Commission in its case No. 11871 states that rates on rough rice in carloads from producing points to certain milling points in Louisiana, applying on interstate and foreign traffic were found unreasonable and unduly prejudicial and nonprejudicial and maximum reasonable rates were prescribed for future use. Back-haul services were ordered restored in interstate milling-in-transit tariffs, subject to conditions specified. The Lake Charles Rice Milling Co. of Louisiana was complainant and the Louisiana Western Railroad Co. defendant.

THE MISSOURI Pacific has lifted the embargo against shipments of grain south of Coffeyville, Kan.

PRESIDENT HARDING, in his conference with the brotherhoods of railroad trainmen Aug. 14, told them he did not want to take over the railroads and he would do so only to keep them in operation. He said under his operation there would be none of the things that characterized the former U. S. R. R. Administration. There would be no classification of employees; no national agreements; no collective bargaining, and no recommendation of any union. Individuals would be employed to do specific kinds of work. As the brotherhoods would go out of business under such federal operation they made haste to negotiate with the executives.

CRAV ORCHARD, NEB.—The Farmers Elevator Co. has installed a radio outfit in its elevator to receive market reports.

### Grain Door Reclamation.

The executive com'te of the American Ass'n of Railroad Superintendents recently made a report on grain door reclamation from which the following is taken:

In cities where there is a great deal of grain-dooring of cars, the point has been made that it is cheaper to have a grain-dooring yard and to switch the cars rather than have a shifting force to go from elevator to elevator and do the work. While this is the practice at Buffalo, in other cities it is much more profitable and satisfactory to use intact grain doors, grain doors of neighboring roads, the local bureau to have a force at each elevator, or, where there is not much business, a traveling force, to take care of the work. One trouble which always develops when cars are not coopered at the elevator is that they are often found on arrival at the mill or elevator to be improperly coopered, or the doors knocked out and stolen, necessitating the assignment of another car.

The sweeping of sills outside the grain door after the car is loaded is important to avoid claims. When the sill is not swept and a car goes through to its destination it is often reported by inspectors as leaking and the grain which is found on the sill is mentioned in their reports as evidence that the car was leaking before it started on its trip. This militates against the interests of the handling roads. While it is apparently a small matter, it has a large effect in the avoidance of erroneous evidence on which claims are filed.

It is important that a bureau, a com'te of railroad officers or railroad employees check the elevators on their loading of outbound cars to see that the elevators apply and apply properly, the top boarding after they have completed the loading, otherwise a loss of grain will occur en route, which may result in a claim against the railroad. Another feature deserving attention is the damage at elevators by misuse of equipment. With a bureau or a com'te watching this, reports of damage can be made and the elevators forced to pay for the damage which they do the interior of the car or which is done by cornering the cars when the elevator does its switching with a capstan.

Another advantage of the bureau is the check on grain loaded. If grain is lost while being moved from the hopper scale to the car the bureau forces thus serve a valuable purpose in having a record taken of the car to prevent claims against the railroad. While the bureau employees do not handle any of the grain that falls out of the car on the ground, when a car is loaded at a mill or elevator, they do make a memorandum of the car number, initial and the elevator, so that in case a claim is presented the bureau is in a position to protect the railroad. In some cases where inspection shows cars unfit for grain loading and the elevator is notified, but where the elevators disregard the notice, the bureau organization renders a valuable service to the railroads also by keeping a record of the car and its movement so that the railroad will not participate in claim.



## Demurrage—Lawful and Unlawful.

A decision by the Interstate Commerce Commission June 26, in John E. Murray v. Director General, as agent, No. 11606, defines demurrage charges as follows:

Demurrage charges collected on cars held at New Durham, N. J., for reconsignment to points against which embargoes had been placed are found to have been lawfully assessed on cars forwarded from points of origin on and after the effective date of the embargo.

Demurrage charges collected on cars forwarded from points of origin prior to the effective date of the embargo against points to which reconsignment orders were tendered are found to have been illegally assessed.

In its report the commission said:

The complainant, John E. Murray, deals in hay and grain at New Durham, N. J. He alleges that demurrage charges collected for the detention at New Durham of numerous cars loaded with hay shipped between Jan. 1 and July 11, 1918, from points in Canada and in the states of New York and Pennsylvania were unlawful, unjust and unreasonable.

A total of 305 cars are named in complaint as not having been released within the 24 hours' free time allowed and demurrage was assessed. Complainant alleges that the detention at New Durham for which demurrage was assessed was due to the act of the defendant, Director General, as agent, in bunching cars in transit and delivering them in accumulated numbers; to defendant's failure to give notice of the location of the cars on arrival and its refusal to forward cars to other points for final disposition after reconsignment orders therefor were tendered.

Due to congestion in the yards at New Durham, embargoes were placed into effect against shipments to New Durham, cars being received for complainant which were started from origin before and after embargoes went into effect. An embargo is an emergency measure placed because of some disability on the part of the carrier which makes the latter unable properly to perform its duty as a common carrier. It is not placed for the protection of the shipper. The forwarding of cars to an embargoed point does not of itself operate to relieve a consignee from demurrage charges. The evidence does not show that there was actual bunching or that the demurrage accrued as a result.

Twenty per cent of the cars shipped in were rejected by the Government inspectors to whom complainant was delivering them. Demurrage accrued on these cars mainly because of the inability of complainant to obtain sufficient permits to reconsign to embargoed points.

Complainant apparently took no steps to stop shipment of cars at the point of origin, altho he was aware of the embargo situation with respect to New Durham and with respect to the points to which he sought to reconsign the rejected cars. Evidence shows that no demurrage was assessed until after notice of arrival had been sent and the cars had been placed on complainant's tracks.

The defendant's reconsignment tariff at that time contained a provision which stated that no freight could be reconsigned to an embargoed point unless it started from point of origin before embargo was placed. Assuming that the cars had started from point of origin before embargo had been placed, all delays would be chargeable to the carrier, with no demurrage against the car.

In the Reconsignment case, 47 I. C. C. 590, 634, we said:

We recently ruled informally that demurrage does not accrue, under a general demurrage tariff, against a car which has been offered for reconsignment to an embargoed point upon the general principle that demurrage is assessable for detention for which the shipper is directly responsible and can abate, while an embargo is placed by reason of the carrier's disability. But if the carrier specifically provides in its tariff that it will not reconsign to an embargoed point it does not hold itself out to perform such service while an embargo is in effect, and the shipper must either resort to a service that the carrier does hold itself out to perform, such as reconsignment to a point not embargoed, or must hold the car at the expense of demurrage, a possibility which he assumed under the published tariffs when the car left point of origin.

Under the tariffs in effect when the shipments moved the restriction against reconsignment to embargoed points was limited to cars forwarded from point of origin after the effective date of the embargo. Therefore, the assessment of any demurrage for detention after reconsignment orders were given on cars which moved from points of origin prior to the effective date of the embargo against the reconsignment points was illegal.

We find that the demurrage charges assessed were not unlawful except that the demurrage charges assessed for the detention, after reconsignment orders were given, of cars forwarded from points of origin prior to the effective dates of embargoes against destinations to which complainant tendered such orders, were illegal. We further find that complainant paid and bore the charges herein found illegal and

is entitled to reparation in the amount thereof, with interest. The parties should adjust the matter in accordance with these findings, and the record will be held open for 90 days to permit of such action. If they are unable to reach an agreement within that period, the matter may again be called to our attention for further action in conformity with these findings.—69 I. C. C. 477.

## Barge Line from Duluth to New York.

Under the plan of the McDougall Terminal Warehouse Co., shippers of merchandise will be able to ship direct from Duluth to New York on barges.

Two of a fleet of modern freighters have been contracted for and will be put into service as soon as navigation opens next spring, and already excavation has been started on a new terminal for the boats at Duluth. The barges will cost \$200,000 each and the terminal \$1,750,000.

During the four months that navigation on the Great Lakes is closed, the ships will be employed in the Atlantic coastwise trade. If possible, the ships will also go up the St. Lawrence to Montreal, Quebec.

## Slow Time in Transit; Carrier's Negligence.

BY OWEN L. COON.

A recent conference with the freight claim officer of a southwestern carrier, doing a railroad business in thirteen states, leads me to ask the shippers and others concerned: Am I in error in presenting their delay case against the carrier?

When your grain is due to arrive on a high market—it's yours, and not a lower one due to railroad negligence in transporting your grain.

If a railroad accepts your money for service, and its charges today for service are the highest in steam transportation history, it is in every moral and legal way due to stand behind the results of its negligent acts.

The freight claim agent whom I have referred to made the unwarranted and ridiculous proposition to limit the carrier's liability to a travel of fifty miles per day per loaded car of grain. Can you beat that for utter indifference to the rights of the shippers who are paying the money to maintain that particular carrier?

You put up perfectly good money at an abnormally high rate, receive your bill of lading, and on the basis of ordinary performance of nine out of every ten cars for your season, you have a right to expect that the car will reach market on the third or fourth morning from the date your bill of lading is issued. Instead of that the car reaches destination the eighth or twenty-eighth morning and the high market price due you had your shipment been delivered in reasonable time is denied you, your profit is wiped out, and a heavy loss sustained.

What right has this particular carrier to say through its freight claim officer that it will not pay delay claims unless shipment is delayed in excess of a fifty mile per day schedule for the mileage that the load travels?

My contention is that shippers are entitled to the benefit of reasonable time to market; and reasonable time in my contention means that the time the load would make compared to the average time that your other loads make to the same market. It seems as if these old time, before the war arguments are being resurrected by the carriers with more frequency than ever, notwithstanding there never was a time when an advance in rate of a few cents a hundred pounds, let alone a 33 1/3% advance, would not cover five times the amount of loss that they were compelled to recognize by reason of their own negligent acts.

Be reasonable in your demands, but recover your losses where you have evidence that railroad negligence is to blame.

FORMAL complaints against D. M. Ferry & Co., Detroit, Mich., and the Sheets Elevator Co., Cleveland, O., have been dismissed by the Federal Trade Commission.

# ELLIS DRIERS

× ×

The modern grain and milling business with its exacting Federal grade regulations are demanding a really scientific grain drier and are getting it in the "ELLIS."

For years and years in our advertising we have pounded on the fact that thick grain layers, faulty air circulation and charge feed are bygones and that modern business demands intelligent machinery design. Our constant reiteration of these basic facts is bearing fruit.

× ×

## THE ELLIS DRIER CO.

Roosevelt Road and Talman Ave.  
CHICAGO, U. S. A.

# CIFER CODES

Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

**Universal Grain Code**, the most complete code published for the use of grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages contain 14,910 code words for grain trade terms and expressions; no two near enough alike to cause confusion. Bond paper, flexible leather, \$2.00; Book paper, board cover, \$1.50.

**Robinson Cipher Code**, revised, with 1913 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

**A. B. C. Improved 5th Edition**, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

**Miller's Code** (1917), for milling and flour trades, 3 1/2 x 6 inches, 77 pages, \$2.00.

**Baltimore Export Cable Code**, most popular and simplest code for export trade. Bound in red leather, third grain edition, 413 pages, size 7 x 9 1/2 inches, \$15.00; fourth edition, for grain, stocks, bonds and general merchandise, 180 pages, 6 1/2 x 9 inches, \$15.00.

**Cross Telegraphic Cipher Code**, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

## Grain Dealers Journal

309 S. La Salle Street,

Chicago, Ill.



## Supreme Court Decisions

**Passage of Title on S/O B/L.**—Where corn was consigned to the seller's own order with directions to notify buyer, a delivery to carrier did not pass title to buyer, there being no evidence that the parties intended such a delivery to have that effect.—*H. T. Fowler v. H. L. Richardson*. Supreme Court of Arkansas. 241 S. W. 887.

**Place of Suit in County where Delivered.**—Where cotton seed was sold and consigned "to seller, notify buyer," and a bill of lading specified that the seed was to be fit for planting, the venue of a suit against the seller for furnishing defective seed was in the county in which the seed was to be delivered.—*McKean & McNeal v. Martin*. Court of Civil Appeals of Texas. 241 S. W. 782.

**Rejection.**—Where buyer refuses to accept delivery on a specified ground, he is deemed to have waived all other objections. Where buyer was required by the contract to pay the freight, and refused to accept the goods on delivery on the ground that the freight charged by seller was excessive, the seller, to recover the purchase price, was required to prove that the freight rate was the amount so charged, or more.—*F. Kieser & Son Co. v. Clyde L. Hallock*. Supreme Court of New York. 194 N. Y. Supp. 737.

**Oral Contract.**—Where, in selling 6,500 bushels of corn at a specified price per bushel, the seller was acting for himself as to 2,400 bushels and as agent for others as to the rest, and did not disclose that he was so acting at the time a payment was subsequently made on the contract, the payment took the contract out of the statute (Acts 38th Gen. Assm. c 396, § 4, subds. 1, 2) so far as it was his personal contract but not so far as he was acting as agent.—*King v. Farmers Grain Co.* Supreme Court of Iowa. 188 N. W. 720.

**Clerk's Statement of Value Conclusive.**—In an action against a railroad for the value of goods lost or destroyed in transit, the undisputed testimony of plaintiff's clerk, who did most of the packing preparatory to shipment, that the invoices contained in a book, in which an itemized statement of each article packed and the value thereof was entered, were carefully and correctly made, and that the goods specified as being in each box were placed therein by him or under his supervision and were contained therein when shipped, constituted such definite proof of the contents of the boxes and value of his goods therein as rendered the submission of such questions to the jury reversible error.—*Suckle v. Missouri Pac. R. Co.* Supreme Court of Arkansas. 241 S. W. 368.

**Failure to Furnish Cars.**—Where, in an action against carrier for failure to furnish shipper requested cars, the undisputed evidence was that such failure was caused by an unusual demand for cars after a switchmen's strike, resulting in a practical cessation of shipments during the preceding months, held that a finding that carrier could in exercise of reasonable diligence have furnished cars requested without jeopardizing his other business was not warranted. Where a shipper applies to a railroad company for cars to be furnished at a time and station named, it is undoubtedly the duty of the railroad company to notify the shipper within a reasonable time if it cannot furnish the cars at the time and place requested.—*Richland Equity Shipping Ass'n v. C. M. & St. P. Ry. Co.* Supreme Court of Wisconsin. 188 N. W. 625.

**Right to Collect Freight from Consignor.**—Where a railroad company transports goods under a B/L which shows that the freight charges were to be collected from the consignee, and where the carrier, through its negligence, fails to collect, or even to attempt to collect, the charges from the consignee (although it could have collected them if it had acted promptly) until after the consignee has become insolvent, the carrier can nevertheless recover the charges from the consignor.—*Southern Railway Co. v. Southern Cotton Oil Co.*, 19 Ga. App. 453, 91 S. E. 876. This ruling would not be affected by the fact that at the time of the delivery of the goods by the carrier

to the consignee there existed an agreement between them that the carrier should deliver to the consignee all goods shipped, "charges collect" and allow the consignee one week in which to pay the transportation charges.—*Seaboard Air Line Ry. Co. v. Montgomery*. Court of Appeals of Georgia. 112 S. E. 652. [This decision does not seem good law in view of the decision against the railroad company in *N. Y. Cent. R. Co.* in this column Aug. 10.—Ed.]

### Shipper Beat Terminal Buyer on Contract.

Terminal market buyers usually are more careful than country shippers in the wording of contracts to avoid misunderstandings, but in trying to hold the Potter, Lumber, Grain & Hardware Co. to a 'phone contract the Pearson-Lathrop Grain Co. overlooked something, as the Springfield Court of Appeals, Missouri, on Apr. 12, 1922, denied a rehearing of its decision in favor of defendant.

The plaintiff claimed to have purchased 10,000 bus. of corn from defendant, and that defendant had refused to deliver it. The value of the corn was in excess of \$30, and the contract is therefore within the statute of frauds, and this statute was pleaded as a defense. The deal began in conversation over the telephone, and, it is claimed by plaintiffs, was consummated by the exchange of letters.

On Oct. 12, 1917, the plaintiff, whose place of business was at Kansas City, Mo., wrote defendant at Iantha, Mo., a letter confirming the oral contract previously made by 'phone for the purchase of 5,000 bushels of corn. The material parts of this letter are as follows:

"We confirm purchase of you per phone 11 a. m. of car 5,000 bus. corn No. 3 or better c.114½ basis f. o. b. Iantha, Mo. \* \* \* If December shipment 2c less, 5c per bushel margin to be deposited with us and kept good to the market \* \* \* if shipment not made in time specified our option to accept, reject, extend time or buy in for shippers account."

On Oct. 15, a similar letter except as to price and time of shipment, which was for December, confirming purchase of 5,000 bus. of corn, was written to defendant by plaintiff.

Up to October 23d, no reply had been received by plaintiff to either of these letters, and on that day plaintiff wrote defendant the following letter:

"We have drawn draft on you today for \$500 margin on 10,000 bus. of corn which we have purchased from you on deferred shipment. It is usual to require a margin on trades made for deferred shipment and is one of our rules. We trust you will take up this draft promptly on arrival and pay it."

On Oct. 24, Mr. Potter wrote plaintiff for defendant as follows:

"We have your letter addressed to the Farmers' Grain & Implement Company of Iantha, Missouri, and note you have made draft for \$500. We do not expect to margin this contract or any other contract that we make outside of buying options. You are buying corn from us and if we get the cars, you will get the corn."

Plaintiff did not reply to this letter and there was no other correspondence until Nov. 20, when plaintiff wrote defendant as follows:

"Under date of Oct. 12, we purchased five thousand bus. of No. 3 corn for November shipment. Kindly bill this grain to us at Kansas City, Mo."

On Nov. 23 plaintiff again wrote to defendant asking when the corn bought Oct. 12 would be shipped. On Dec. 5 plaintiff wrote to defendant asking when it might expect shipment of the 10,000 bus. On Dec. 17 plaintiff again wrote defendant, and in that letter set out the terms of the agreement of both purchases, aggregating 10,000 bus., but made no reference to a deposit for margin, and quoted therein a part of defendant's letter of Oct. 24 in which defendant had stated:

"We do not expect to margin this contract or any other contract we make outside of buying options. You are buying corn from us and if we get the cars you will get the corn."

—and suggested that defendant could, if he wished, wait until Dec. 31, and then plaintiff could buy other grain to replace that bought from defendant, and they could settle on payment of the difference. Plaintiff wrote Jan.

5 that it would extend time to Jan. 10 and then take steps to collect the difference.

Defendant did not answer these letters that were written after Oct. 24.

After Jan. 10, plaintiff drew on defendant for \$4,380, which defendant refused to pay, and this suit followed.

**The court said:** To bind a party by a writing signed by him, the writing must contain the terms of the contract, or must refer to some other writing from which the terms of the contract may be ascertained without the aid of oral testimony. A contract may be shown by letters or telegrams, and if, when all the written communications between the parties are read together, without the aid of oral testimony, except such as may be pertinent to show the situation of the parties, and the circumstances surrounding the transaction, the essential terms of the contract can be ascertained with reasonable certainty, it is sufficient.

On Oct. 12 a conversation over the telephone resulted in an agreement by which plaintiff purchased from defendant 5,000 bus. of corn. The parties to this conversation, Mr. Sullivan for plaintiff and Mr. Potter for defendant, disagreed in their testimony as to the terms of the contract as orally agreed upon over the phone—another illustration of the necessity for and wisdom of the statute. This conversation, of course, was not binding, and on the same day plaintiff wrote defendant a letter confirming the purchase and giving the terms. This provided for a cash deposit by defendant with plaintiff of 5 cents per bus. as follows:

"5c per bushel margin to be deposited with us and kept good to the market."

On Oct. 15 another telephone conversation took place between the same parties, followed by a letter of the same date confirming that purchase, and contained the same provision for 5 cents per bu. margin to be deposited with plaintiff by defendant. Neither of these letters were answered, and on Oct. 23 plaintiff wrote defendant:

"We have drawn draft on you today for \$500 margin on 10,000 bus. of corn which we have purchased from you on deferred shipment. It is usual to require a margin on trades made for deferred shipment and it is one of our rules."

Mr. Potter was an officer in the bank to which the draft was sent, and also an officer in and manager of defendant company. He sent the draft back, and then wrote the letter of Oct. 24th.

We think the letters of plaintiff to defendant of Oct. 12th and 15th confirming the oral contracts of purchase, the letter of Oct. 23 in relation to the draft, and the letter of defendant to plaintiff of Oct. 24 are the only letters that can be considered in determining whether the requirements of the statute of frauds were met in this case. The letters written by plaintiff after Oct. 24 were not replied to by defendant. The only letter written by defendant was dated Oct. 24, and contained no proposition or offer to sell of any kind, and hence the letters written afterward by plaintiff to which defendant did not reply cannot be construed to relate back to defendant's letter of Oct. 24, and give to it a meaning that did not appear without them.

It is contended by plaintiff that defendant's letter of Oct. 24 impliedly referred to plaintiff's letters of the 12th and 15th, and that the statement of defendant in that letter, "You are buying corn from us and if we get the cars, you will get the corn," was an acknowledgment in writing on defendant's part that it had sold to plaintiff the corn mentioned in the letters of the 12th and 15th on the terms therein stated. We do not think so. In other words, the language, "You are buying corn from us," could only mean that you are buying corn from us, but not on the terms stated in your letters of the 12th and 15th. The construction that defendant did not intend to be bound by the letters of plaintiff on these dates is strengthened by the fact that those letters were not answered in due course. The letter of the 23d was answered immediately, and, had plaintiff not drawn on defendant for \$500 as margin, it is not probable that any letter would have been written by defendant at all.—239 S. W. Rep. 559.

**BANKERS** hold ten times as much chattel mortgages on grain in the field this year as any other year, states John F. Sinclair, Minneapolis banker; and the pressure which will be brot to bear on the farmers thru the mortgages will result in forcing the farmers to sell their grain at once, flooding the market with new grain and forcing prices down.

A MEXICAN decree of May 30, 1922, effective from date of publication, changes classification and export duty on beans as follows: White beans, formerly 0.02 peso per gross kilo and beans not specified, formerly 0.05 peso per gross, are now classified as beans of all kinds and dutiable at the rate of 0.01 peso per gross kilo.



## Feedstuffs

PAOLI, IND.—Chas. D. Lewis sold his interest in the feed business here to B. V. Rhodes.

STOUGHTON, WIS.—Tofts & Joitel have made extensive improvements on their feed plant here.

LAMONI, IA.—A modern feed mill is being erected here by Jay W. Barr of Lamoni.—Blair Printing Co.

JOHNSONBURG, PA.—J. B. Kirkpatrick has engaged in the feed and hay business here. He will build a warehouse.

OAKLAND, NEB.—The Corn Feed Mill was incorporated here for \$50,000 by J. C. Weaver, Arthur Weaver and M. A. Weaver.

MILWAUKEE, WIS.—E. V. Novak of Philadelphia has been elected sec'y-treas. and appointed sales manager of the Parry Products Co.

GERING, NEB.—We have leased the Farmers Union building and will carry a full line of feeds, both wholesale and retail.—Armstrong Bros.

GREENVILLE, S. C.—R. S. Blake, formerly professor of animal husbandry at Clemson College, has been appointed to travel this state for the Purina Feed Mills, with headquarters here.

TOETERVILLE, IA.—H. D. Mundt is installing equipment for shelling, crushing and cracking corn and grinding coarse grains in his plant. The Hickok Construction Co. is doing the work.

KANSAS CITY, MO.—The Schreiber Flour & Cereal Co., formerly leasing the Russell Feed Mill, has bot this plant from the Russell Grain Co. for \$47,500 and will hereafter operate it as owner. A 50,000-bu. elevator is connected with the mill.

A MEETING was held Aug. 5 by Kansas City members of the U. S. Feed Distributors' Ass'n and discussion was held on changes in rules and regulations to be brot up at the annual convention of the ass'n to be held at Chicago Sept. 28.

OAKFIELD, N. Y.—Emmons A. Ball, feed and grain merchant of Springville, and Geo. W. Haxton & Son of this place, have combined their businesses and will operate a chain of feed warehouses in western New York. Mr. Ball will be manager of the warehouse here.

GRANITE CITY, ILL.—The protective com'te of the Temtor Corn & Fruit Products Co. has a new plan for reorganization, the new company being known as the Midwest Corn Products Co., having a capital of \$2,800,000. The Temtor company has been in the hands of receivers for six months.

### All Feed Dealers Invited to New Orleans.

A cordial invitation is extended by President Clement, of the Grain Dealers National Ass'n, to all feed dealers in the country to attend the annual convention at New Orleans

### Exports of Feedstuffs.

Exports of feedstuffs during June, compared with June, 1921, and for the 12 months ending with June, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	June 1921	1922	12 mos. ending June 1921	1922
Bran and middlings, tons.	288	1,772	4,822	14,174
Cocoanut cake, lbs.	465,710	473,542	14,724,521	
Corn cake, lbs.	1,262,030	600	1,794,653	3,596,281
Cottonseed meal, lbs.	6,256,934	1,067,130	94,713,965	117,463,957
Linseed meal, lbs.	653,475	337,675	18,184,807	14,661,467
Linseed cake, lbs.	30,348,090	23,346,901	373,079,051	469,397,376
Millfeed, tons	855	1,428	10,405	21,096

Oct. 2-4. A big group meeting of feed dealers will be held, at which meeting the present feed rules will be discussed and amendments doubtless made.

A large attendance of the feed men is expected. The Grain Dealers National Ass'n has within the last year affiliated the Eastern Federation of Feed Merchants and the Mutual Millers and Feed Dealers Ass'n.

At the annual meeting in Chicago last year feed rules were adopted by the Grain Dealers National Ass'n, which organization now has a feed arbitration com'te. It is but natural to suppose that these new rules, after a year's operation, have developed some weaknesses. A number of amendments have been proposed to the new rules and these amendments will be discussed in the group meeting at New Orleans. After the feed men decide upon what changes to make the amended rules will be submitted to the main convention for adoption.

### Battling the Chinch Bug.

A new method of fighting the chinch bug is described by T. H. Parks of Ohio University in the *Ohio Farmer*.

The method of fighting the bug is to keep him from migrating from field to field after having started his devastations. A tar or creosote barrier is used between fields to prevent the movement of the bugs. Quoting the author:

"A tar barrier consists of a line of tar laid down on compacted soil in front of the corn to be protected and in such a manner as to stop and trap the young bugs in their march toward the corn. It need not be placed around the infested wheat or barley field, but only between it and the near-by crop to be protected. The ground is prepared for the tar line by clearing away the grass and weeds from a narrow strip of firm soil at the edge of the wheat or barley field and extending the entire length of the rows of corn to be protected. A shallow groove is then made along the surface of the compacted soil which serves to receive and hold the heavy tar. A heavy road tar has been found quite suitable for the purpose. Gas tar, which is often used, is serviceable but more variable in thickness and sinks into the soil more rapidly than regular road tar. Thinner road oils or waste oils sink away too rapidly to be of much value. Post holes about 20 inches deep and about 20 feet apart should then be dug just behind the line on the side where the bugs are coming. The rim of the hole should be made sloping, and on this sloping rim should be placed a small quantity of fine road dust to prevent the bugs from getting out after they are trapped. Lay the line of tar to skirt the edge of the post hole next to the cornfield. The barrier is then ready for use. The bugs are stopped by the line of tar and will soon mass behind it, often covering the ground over the first foot back of the line. They fall into the post holes where they can be killed by pouring a small amount of water and kerosene into the hole once each day. The tar should be renewed as often as necessary to keep the line in repair. A fifty-gallon barrel of tar will usually make and maintain a line eighty rods long during the two or three weeks of chinch bug migration. Rain does not affect the efficiency of the tar line.

"Creosote barriers are now used successfully in Illinois. A line of crude or low-grade creosote is used instead of the tar. It is the smell of the creosote that turns the bugs, hence it can be allowed to sink into the soil and still be effective. This kind of barrier requires no compacting of the soil and should be laid out on the brow of a slope, made so that the bugs encounter the creosote line as they ascend the slope. In going up the slope the bugs reach the creosote line, are turned back and fall into the holes in the furrow. A dusty furrow with steep, dusty side next to the corn rows will serve as an emergency barrier in dry weather and hold the bugs until tar or creosote is obtained."

## It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

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Chicago, Nov. 3, 1920.

Grain Dealers Journal,  
305 So. LaSalle St.,  
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**E. B. Boyd**, agent, in Supplement 31 to Circular 1-P of Western Trunk Lines, gives rules, regulations and exceptions to classifications, effective Oct. 1.

**E. B. Boyd**, agent Western Trunk Lines, in Supplement 30 to Circular 1-P gives rules, regulations and exceptions to classifications, effective Sept. 15.

**C. & E. I.** in Supplement 1 to 650 gives joint and proportional rates on grain, grain products and grain by-products from stations on the C. & E. I., and East Joliet, Ill. (via E. J. & E.), to points in Alabama, Florida, Louisiana and Mississippi when for export, effective Sept. 10.

**I. C.** in Supplement 3 to 601-H gives local, joint and proportional rates applying on grain, grain products, hay and seeds, from Iowa, Minnesota, and South Dakota to Chicago, Peoria, Ill., St. Louis, Mo., Minneapolis, Minn., Milwaukee, Wis., Omaha, Neb., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Minnesota, Ohio, South Dakota and Wisconsin, effective Sept. 11.

**I. C.** in Supplement 2 to 601-H gives local, joint and proportional rates on grain, grain products, hay and seed from stations in Iowa, Minnesota and South Dakota, to Chicago, Peoria, Ill., St. Louis, Mo., Milwaukee, Wis., Minneapolis, Minn., and Omaha, Neb., also Ohio river crossings and other stations in Illinois, Indiana, Iowa, Minnesota, Ohio, South Dakota and Wisconsin, effective Sept. 6.

**I. C.** in Supplement 16 to 1537-E gives local, joint and proportional rates on grain, grain products, cotton seed products and seeds from stations in Illinois, Indiana, Wisconsin, also Dubuque, Ia., and St. Louis, Mo., to Chicago, Peoria, Ill., Paducah, Ky., Minneapolis, Minn., Milwaukee, Wis., St. Louis, Mo., and other stations in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, and Wisconsin, effective July 29.

**C. R. I. & P.** in Supplement 3 to 29329-E gives local, joint and proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale (Kansas City, Kan.), Atchison, Kan., Council Bluffs, Iowa, Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri, and Nebraska, to stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota and Wisconsin, effective Sept. 14.

**C. R. I. & P.** in Supplement 6 to 10389-G gives local, joint and proportional rates on grain, grain products and seeds, from St. Louis, Mo., E. St. Louis, Alton, Quincy, Ill., Hannibal, Mo., to stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, also Armourdale (Kansas City, Kan.), Atchison and Leavenworth, Kan., also on grain and grain products from stations in Iowa, Minnesota and South Dakota to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined for Southeastern and Carolina Territories, effective Sept. 30.

### The Car Supply.

Loadings of revenue freight totaled 851,351 cars during the week ending Aug. 5, compared with 736,178 the corresponding week last year, according to the American Railway Ass'n. Grain and grain products were 58,512 cars, a decrease of 930 cars under the corresponding week in 1921. The week ending July 29 showed 57,170 cars loaded with grain and grain products, this being the heaviest week since Sept. 3, 1921.

A survey of grain loadings since the first of the year shows that to July 29 the grain loadings are in excess of those of the three previous years and probably the heaviest ever made, as records are not kept beyond three years back.

For the week ending Aug. 19, receipts of grain at 13 leading markets, compared with the corresponding week in 1921, were as follows: wheat, 1922, 12,622,000 bus., 1921, 14,603,000 bus.; corn, 1922, 4,269,000 bus., 1921, 6,951,000 bus.; oats, 1922, 6,426,000 bus., 1921, 9,985,000 bus.

### The Most Profitable Crop.

There lived near the little town in which I was born a farmer more than ordinarily prosperous, says Dr. Wm. E. Barton. He was industrious, honest and capable, but so, for the most part, were his neighbors. Yet he prospered more than most of them.

In one particular his success was locally notable, namely, that he seemed always to know in the spring what crop would bring the highest price in the fall. He rotated his crops as other farmers did—oats, wheat, corn and so on—but his largest fields were nearly always planted with the grain that bore the highest market price.

He would not tell how he did it, saying that if his system became known, it would no longer work.

When he was an old man he told, and I was present when he revealed his secret.

It was this: "I always plant the seed that is cheapest."

His neighbors would hardly believe that this had been the secret of his success. But he said:

"Whenever any one kind of grain is selling at a low price, I am always sure that my neighbors will decide that there is no money in that, and will sow something else. I sow what they do not, and nine times out of ten I find that in the fall I have a good crop of the highest-priced grain. If all crops fail, I have had the smallest loss on seed."

He called this a knowledge of human nature. We call it now business psychology. It is just as applicable to other forms of human endeavor as it is to farming.

## Books Received

**COST OF MARKETING GRAIN** is a 24-page pamphlet giving actual facts and figures showing the exact cost of marketing various cars of grains from the farmers to the consumers. Examples are given on specific cases in which the actual amount each party handling the car received, is given. James E. Boyle, Ph. D., Professor of Rural Economy College of Agriculture, Cornell University, who obtained the data given and published the pamphlet has very clearly pointed out who it is that receives the \$300 to \$500 it costs to market a car of grain. Copies of the pamphlet may be obtained free of cost by addressing the sec'y of the Chicago Board of Trade.

**MARKETING AND DISTRIBUTION**, the fourth of the series of four reports made by the joint commission of agricultural inquiry, has just been issued from the Government Printing Office, and notes the failure of the post office department's direct trading effort, admits that "There are certain risks which neither the producer nor the consumer is willing to accept, and which are now assumed by wholesalers, jobbers and retailers," that "Legislative panaceas can not be effective in improving a situation brot about by the interplay of so many and varied and complex factors." In the next breath the report states "The commission believes that the Congress should speedily reenact legislation looking to the regulation of future trading in grain." Quoting the report again, "The farmer should realize that the handling, grading, sorting, selling and processing of his product in volume requires a high degree of business judgment, knowledge of trade practices and technical skill which must either be hired at a cost commensurate with the degree of ability, knowledge and skill required, or developed within the organization at the risk of losses thru inexperience and bad management." Also "There is no inherent virtue in co-operation which will make a co-operative organization successful without the application of the sound principles necessary to the success of private agencies." Much of the information put out by the Commission is of the kindergarten variety, as for example its statement that "Eggs are a highly perishable commodity, for the most part a byproduct of the farm, and are produced in practically all parts of the country." Paper, 266 pages, illustrated with numerous graphs. Government Printing Office, Washington, D. C.

### Insurance Notes.

**LIGHTNING** is treacherous, often creating a fire where it strikes which does not break into flame until several hours afterward. Just as soon as possible, go over the elevator after a lightning storm to make sure there are no smoldering embers.

DUE to a dust explosion in the plant of the Atkinson Milling Co. at Minneapolis, William O'Brien, a flour packer, was seriously burned. Together with Harry Balzer, another employe, O'Brien was cleaning a bin when a flash from the wire of an extension lamp they were using caused the explosion. The damage is estimated at \$10,000.

THE ORDER issued July 10, by T. S. McMur-ray, Jr., Indiana state insurance commissioner, reducing standard old line insurance rates on fireproof buildings and contents, has been suspended until Sept. 26, when a hearing will be held at which the insurance companies will raise the question as to whether the order includes grain elevators, flour mills, etc., on which rates had already been reduced.

**WAKEFIELD, NEB.**—Lightning struck our elevator a short time ago, but did not do much damage, less than \$100. I had only left the office about three minutes when it struck the northwest corner of our cupola, taking off about 2 by 8 feet of shingles. It then jumped to the motor, followed the light wire to the switch and electric meter, then jumping to the telephone where it burned out the fuses before being carried into the ground, writes Chas. Busby, mgr. of the Farmers Elevator Co.

A DEVICE to control dust explosions has been patented by the Dodds Canadian Iron Works, Ltd., Welland, Ont. With the Dodds system it is possible to humidify the air in elevators up to the saturation point, and by doing so the danger of explosion from dust is eliminated. The grain dust, no matter how dense it may be, cannot explode when treated in this manner, it is alleged. The company claims that the cost of installation is low enough to enable small as well as large plants to install the system.

**CHICAGO, ILL.**—Nineteen inter-insurance exchanges have filed claim for abatement of taxes with the internal revenue collector, thru their counsel, Rufus M. Potts. The claim for abatement and refund covers and includes all income tax, capital stock tax, and tax on the issuance of insurance policies. In his brief and argument, Mr. Potts holds that an inter-insurance exchange is not a mutual insurance company, that it is not a taxable entity.

### Citizens Will Become Aroused.

No promise of settlement of the coal or rail strike appeared, and reports indicated that railroads were being hampered to a greater and greater extent each day. There would seem to be an easy solution which government officials have not yet considered. If government and state officials would announce that they would protect men working in the place of strikers at the mines and on the railroads, the strikes would be settled in short order. If citizens would organize and demand that this protection be given it might help some, but as it is now, we sit supinely by and see men ruthlessly murdered singly and in groups, because, forsooth, they have dared to take a job which a union man has cast aside. Some day, perhaps, American citizens who love law and order will become aroused sufficiently to demand that the politicians whom they have elected to enforce the law, perform their duty. It is to be hoped that the American citizen will not wait until it is too late before becoming aroused.—Hulburd, Warren & Chandler.

**CORN COBS** are being used for fuel by the Mutual Ice & Coal Co. of Columbus, Ind., and the Porter Heating & Light Co. of Hope, Ind., in an effort to conserve the dwindling coal supply caused by the strike of miners and railroad shopmen.



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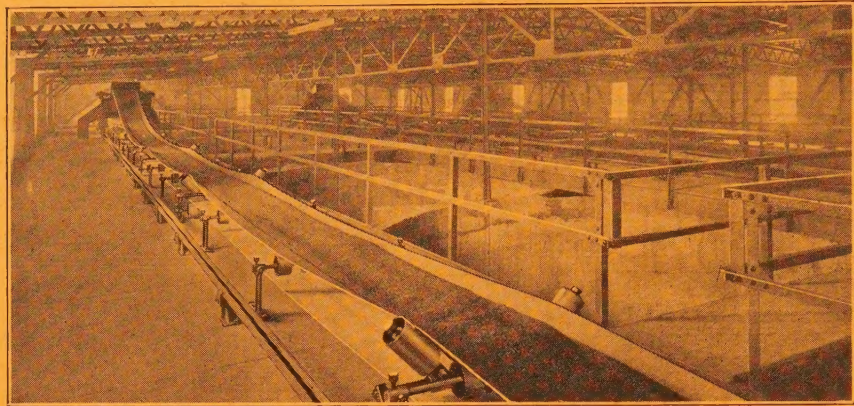
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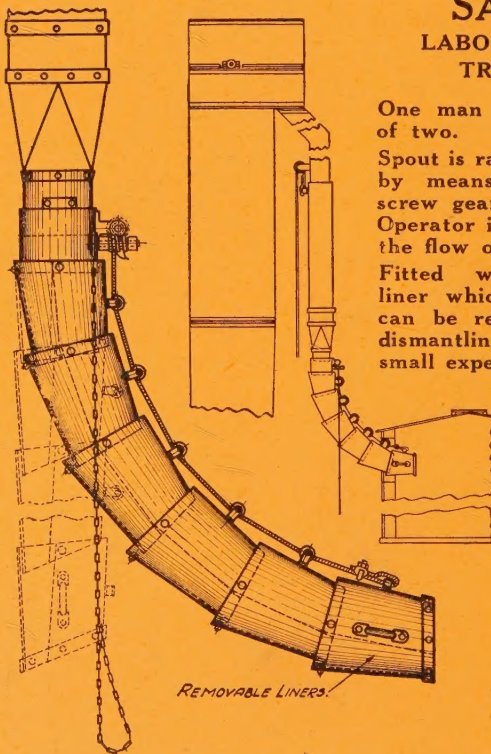
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